

# AMERICAN NURSERYMAN

The National Journal Of Commercial Horticulture  
Chief Exponent Of The American Nursery Trade



Circulating Throughout the United States, Canada and Abroad, Featuring Commercial Horticulture in all its Phases of Nursery Stock, Orchard, Landscape Planting, Distribution. Published Monthly by the American Fruits Publishing Company, Inc.



Vol. XXXIV

ROCHESTER, N. Y., SEPTEMBER, 1921

No. 3

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## AMERICAN NURSERYMAN— SEPTEMBER, 1921

**EDITORIAL DEPARTMENT**—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

**ADVERTISING**—Advertising forms close on the 27th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earliot operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

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RALPH T. OLCOTT  
Editor Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

39 State Street,  
Rochester, N. Y.

**WHAT THIS MAGAZINE STANDS FOR**—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence. INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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## PLUNGING

Is bad business—everyone will admit. At the same time there is such a thing as being too conservative.

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### PRESERVE YOUR FILES

If you have not been in the habit of preserving in consecutive order your copies of the American Nurseryman, permit us to suggest the advisability of doing so, commencing with the January issue this year. Such a file of a Trade Journal of this character will often prove invaluable for reference.

Chief Exponent of the American Nursery Trade

## The American Nurseryman

National Journal of Commercial Horticulture

AMERICAN FRUITS PUBLISHING COMPANY, Inc.,

39 State St., ROCHESTER, N. Y.

Subscription Rates:—\$2.00 per yr.; 3 yrs. for \$5.00

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**ONE CAN** only act in the light of present knowledge.

Until you know of the existence of such a Nursery Trade Journal as the AMERICAN NURSERYMAN you must act with such knowledge as you have.

It is for this reason that we are glad to acquaint you with this publication. It speaks for itself; but if you would have corroborative proof, ask any prominent Nurseryman.

Calls for back numbers come in almost every mail. Many cannot be supplied, as editions have been exhausted. The only safe way is to see that your subscription is paid for in advance.

"A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."—H. Dumont, Chicago, Ill., in Printer's Ink.



# American Nurseryman

## The National Journal Of Commercial Horticulture

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ROCHESTER N. Y. SEPTEMBER, 1921

No. 3

### Some Comments on Rosa Rugosa and Its Hybrids

It is singular that a hardy rose like the Japanese *R. rugosa*, so attractive in all its parts, mildew and insect proof and remountant in its bloom should be so slow in its introduction to the general public and in its use in hybridization. Although known to botanists since 1845 its possibilities remained dormant until 1888 when M. Gorges Bruant of Polters, France, and Mr. E. S. Carman of River Edge, N. J., simultaneously produced the first worthy hybrid of *R. rugosa*. Owing to difficulties in propagation on the part of Mr. Carman, the French rose was the first upon the market. Both named their hybrids after their wives.

The rose Mme. G. Bruant, a paper white semi-double, did not prove hardy with me on account of the influence of the "tea" blood of Sombreuil, one of its parents. It has a counterpart in Blanche double de Coubert, one of the finest *rugosa* hybrids and very hardy. Its flowers sometimes are slightly pink in certain soils.

Mr. Carman's rose, Emily Agnes Carman, is a glowing crimson and sweet scented; and, strange to relate, Harrison's yellow was its second parent.

M. Bruant has sent out two more roses. One, Calocarpa, is a cross between *R. rugosa* and the old Bengal rose. Its chief attraction is found in its fruits which are more numerous and brighter in color than those of *R. rugosa*, but smaller. In fact, none of the *rugosa* hybrids produces as large berries as the type. The flowers are pink and fragrant. His Belle Poitevine has large, single pink flowers with foliage lighter in color than *R. rugosa* and not so heavily veined.

The late Jackson Dawson of the Arnold Arboretum saw the possibilities of *R. rugosa* in hybridization and soon produced Lady Duncan, a cross with *R. wichuriana*. It is a semi-pendant plant, finally making a mound five to six feet across and about three feet high. It has retained the small glossy foliage of the *R. wichuriana* with deep pink single *rugosa* flowers. It blooms only once.

Another handsome production of his is *R. Arnoldiana*, a cross with the H. P. General Jacqueminot. The foliage is a dark green and in this emerald setting are clusters of single flowers, three inches in diameter, of the richest carmine fading to a crimson. At the base of each petal is a crescent-shaped light pink area and the over-lapping of the petals so covers these crescents that only the points are seen, and these form a pink star crowned in the center with numerous yellow stamens.

There are numerous hybrids of the *rugosa* now on the market all of which are good. One of the handsomest is the Conrad F. Meyer, a silvery rose, quite double. Unfortunately it is not reliably hardy here. It is one of the strongest growers, often making canes eight to ten feet in a season.

Some winters it freezes back, nearly to the ground.

In the spring of 1892 the late Prof. J. L. Budd, of the Iowa Agricultural College,

Ames, Iowa, crossed some flowers of the Russian form of *R. rugosa* (*R. rugosa* var. *Regellana*) with the pollen of some of our best garden roses. This Russian form is harder than its Japan brother, handsomer in habit, size and color of its flowers, and stands drouth better. Prof. Budd sent me some unnamed seedlings. One of them, a cross with General Jacqueminot, proved to be an unusually handsome form, in habit, foliage and flower. I sent flower and foliage to Prof. Budd who wrote back, "It is the handsomest of the lot. We will call it Professor N. E. Hansen who helped me in the hybridization."

The flower is almost fully double, unusually fragrant and of a deep crimson color, growing in terminal clusters. Its June bloom is profuse, but it flowers more or less all summer. The foliage is a deep green, the leaflets being larger and more deeply veined than those of any rose I have seen. It is perfectly hardy.

Some years ago a chance rose seedling appeared in a Connecticut Nursery and was named "Max Graf," after the foreman who discovered it. It is a trailing rose of a strong growth and bears all the ear-marks of being a cross between *R. rugosa* and *R. wichuriana*. It has the small, deep green shiny foliage of the latter and traces of the ruggedness of the *rugosa*. The flowers are like the deep pink form of *R. rugosa*. The foliage is handsome and is free from mildew, black spot or insect attacks. While it has only one season of bloom, June, its foliage alone makes it one of the handsomest ground covers I know of. *R. wichuriana* is barely hardy here, freezing back some winters, but this plant is hardy to the tip. Where the *wichuriana* is hardy a planting of it and the Max Graf would make a nice combination.

I understand that Henry A. Dreer of Philadelphia and the Conard and Jones Co., West Grove, Pa., will catalogue the Max Graf next spring.

Now as to the propagation of these roses. I, being but a layman, will leave it to the professionals but, in the interest of the buyer, it should be done where possible by layering, so that all suckers should be from the parent plant. The natural habit of the *Rugosa* and its hybrids is to become bare of foliage at the base and thus become "bare-legged." Cutting them well back each spring prevents this; but the constant cutting back causes "stubby" canes that should eventually be cut back to the ground and it requires new shoots to replace them. I procured some fifty plants exhibited at the Columbian Exposition having unusually fine white and pink flowers. I made a hedge of them, but soon discovered that they were grafted on a brier, and the result was that in a few years I had to discard them, as no renewals of the *rugosa* canes took place.

W. C. EGAN.

Egandale, Highland Park, Ill.

### Federal Aid Approved

The Committee of the American Association of Nurserymen appointed to consider and assist the work of the Federal Government in preparing to produce in this country much of what has heretofore been imported, presented this report at the Chicago convention:

"Resolved, That the American Association of Nurserymen hereby approves the work reported by Prof. Corbett and Mr. Scott of the office of Horticultural and Pomological investigation of the United States Department of Agriculture, appreciating the great benefit to the nurseries and orchard industry.

"We urgently recommend the continuation and the extension of this most valuable and necessary work and ask that Congress shall appropriate sufficient funds to so continue and to extend this urgently necessary investigation and experimental work.

"Your committee recommends that all members of the American Association of Nurserymen join in any experimental work that may be requested in this connection."

Signed: J. H. Skinner, F. A. Wiggins, J. F. Jones, Robert Chase, Thomas Rogers, Horace Reed, H. Harold Hume, J. M. Pitkin.

### Oregon Growers Association

The Oregon Growers Co-operative Association with general offices at Salem, Oregon, continues to grow in membership, although no efforts have been made recently whatever to sign up new members or additional acreage.

At the annual meeting of directors, April 26, the membership was reported as 1648, with a control of 28,838 acres of fruit lands in Western Oregon.

On June 15, the membership was reported as 1815, showing a gain in members in six weeks of 167, and with a total of 30,821 acres signed with the Association up to June 15. There was a gain of 1,983 acres during the six weeks following the April meeting.

The Association was organized August, 1919, with 137 members controlling 3,000 acres.

Some idea of the extent of plant introduction into this country, notwithstanding Quarantine 37, may be gleaned from the fact that in Dr. Fairchild's division of the U. S. Bureau of Plant Industry records shown that 53,489 varieties of plants have been introduced. These plants, after careful inspection and cleaning, are distributed either in the private gardens of some of the 10,000 bona fide amateur experimenters (including every Nurseryman in the country who has responded, stating that he wants new plants) or in the official experiment gardens of the state stations.

## An Eastern Association---Its Whys And Wherefores

By F. F. Rockwell, Chairman of the New Jersey Assn. Committee for the Formation of an "Eastern Association."

At the recent convention of the American Association of Nurserymen one of the things showing conspicuously in discussions on the floor has been the frequent references made to the good work that is being done by some of the newer local, or rather, sectional Associations. Every member of the American Association is more or less familiar with what has been accomplished in the last few years by the Southern Association. They have seen an actual demonstration in that territory of what a real live wire organization built along business lines, and run with a purpose, can do for its membership.

While the Southern, Western and South Western Associations have been going ahead and doing things, however, one of the oldest Nursery sections in the entire country (and the one having by far the most thickly populated market to sell in) has remained without an adequate organization to take care of the interests of the Nurserymen within its borders.

I refer to what might be termed the Eastern territory, including roughly the sales district around New York, Philadelphia, Baltimore and Washington. In other words taking in the Southern territory comprising Southern Connecticut and Southern New York, Long Island, New Jersey, Delaware, Maryland and Eastern Pennsylvania.

The interests of practically all the Nurserymen in this territory are very much the same. They grow largely the same classes of stock, sell in the same markets and very largely under the same conditions. It is surely most logical that there should be an organization to look after the mutual interests.

True, the state associations in New Jersey and Pennsylvania cover some of this territory. But the state associations do not perform the same functions as a sectional association with its larger membership, wider field of work and greater ability to "deliver the goods" to its members.

### EASTERN ASSOCIATION INDORSED BY NEW JERSEY AND PA. ASSOCIATIONS

At the recent conventions of both the New Jersey and the Pennsylvania State Associations, the proposed Eastern Association was suggested and discussed at length. The idea was unanimously indorsed by every member who spoke at either meeting.

It was pointed out that the proposed Association could accomplish much more in getting co-operation among Nurserymen in the section named above on the questions of legislation and transportation, and also on the very vital problem of state and local quarantines than the state associations have been able to achieve. This matter of quarantine, which is a serious problem all over the country, is particularly so in the Eastern district.

There is something undoubtedly to be done in connection with the "production" side of the industry as it affects the area to be covered; and in connection with the still more pressing problems of marketing there are many things which a sectional association, such as the one proposed, can take up successfully—as has been done in the Southwest—which no state association could handle.

The Pennsylvania and New Jersey State Associations will remain, as the membership of each seem to feel that there is a place for

the state association in addition to the work which it is hoped to accomplish in the wider fields to which the Eastern Association will devote its efforts.

A committee of three was appointed by the New Jersey Association to confer with a similar committee from the Pennsylvania Association with instructions to work out plans for the organization of an Eastern Association and to call a meeting of those interested for that purpose.

### Advertising Nursery Stock

Editor American Nurseryman:

In the August issue is correspondence from a party in which it is made to appear that the writer does not favor advertising. On the contrary, advertising is both important and necessary; individually; collectively or both.

It is the indiscriminate manner in which the advertising is done that is a stumbling block in the Nursery business. A person unable to comprehend the vast difference in the responsibility and effects of advertising a finished product like flowers, fruit, machinery, etc., as compared with trees which do not become a finished product to yield a crop or fill a place as ornament until several years after planting, is not likely to afford satisfaction in the Nursery business.

It was the Nurserymen on the Pacific Coast which met with "disastrous results" and it was from the effects of indiscriminate advertising agitators and exploiters, about 15 years ago, causing a false market standard and the planting of about five million trees when only 1½ millions should have been grown in the Nurseries, besides the grief of misdirected orchardists.

The campaign of advertising proposed by the Market Development Committee of the American Association, in your August issue in which educational features predominate, properly directed, certainly will be of great benefit, as last year's campaign must have been if so conducted.

The Nurserymen on the Pacific Coast are liberal advertisers individually. Necessity for an Association campaign out here has not appeared urgent for the reason that the educational information apropos has largely been featured in the news columns of the press, corresponding to the prominence of the horticultural and fruit industries in our commercial productions.

Advertising means information, and it is good or bad as correctly or incorrectly given whether in the Nursery, through agents or in the press.

While in the office of a leading Nurseryman on this coast, a few months ago, a lady entered intending to purchase a bill of ornamental shrubbery. It was a little late in the season and she was carefully questioned as to condition of soil and other necessary preparations of her plot. "Madam," said the proprietor, "I have all the stock you desire, but I believe you will have far better results to first get your ground properly conditioned, thoroughly pulverized and fertilized, then plant next fall; and two years hence you will have a far greater measure of satisfaction than if you buy and plant now. It is too late this spring, to treat your ground as should be done."

She left, seemingly somewhat disappointed. He turned to me and said: "What's the

use. I could have sold her \$50 to \$75 worth of stock; but if I did, disappointment would surely follow. She may buy from someone else, but there will be no reflection on my nursery. I always make it a point to give correct information and to a reasonable extent assume responsibility with my customers."

This Nurseryman is advertised far and wide by his customers and friends as one on whom to depend for reliable information and for the quality of stock which affords enduring satisfaction and it has become a great business asset in addition to his newspaper advertising.

Yes, advertise. Give correct information and assume to a reasonable extent the responsibility demanded of Nurserymen by the public, but steer clear, if possible, of indiscriminate agitators and exploiters.

C. A. TONNESON,

Burton, Wash.

### New Express Regulations

The American Railway Express Company now advises that it will start tracers at the request of any shipper after a reasonable time has elapsed to permit delivery. The rule not permitting tracing of C. O. D. shipments until 40 days after shipment, has also been withdrawn, and C. O. D. shipments will hereafter be traced on request, after a reasonable time has been allowed for delivery of goods and return of the money.

The time for filing claims for loss and damage with all express companies is extended from four months to six months in a notice effective September 10. The express regulations are thus made uniform with those of railroads. The following notices regarding the proper addressing of express matter will soon be posted in all railroad stations throughout the country: "Erase all marks, show consignee's full name and address; show name of express office at which consignee will call and accept delivery. If shipment is destined to a place where there is no express office, show shipper's name and address; place owner's name and address in inside of shipment; if value declared is more than \$50, or 50 cents per pound and if shipment weighs more than 100 pounds, the value must be marked on the shipment; if shipment consists of more than one piece, the true value must be marked on each piece—viz.: value \$200 on three pieces."

**Courses in Floriculture**—Agricultural colleges of six states are offering full curriculums in floriculture. These institutions are: University of Illinois, Cornell University (New York), Massachusetts Agricultural College, Ohio State University, Iowa State University, and the University of Maryland. Two of these, the University of Illinois and Iowa State, confer the degree of Bachelor of Science in Floriculture on completion of the work. Purdue University (Indiana), is now offering five courses, and expects to add a regular curriculum in the near future. Other institutions are offering from one to several courses, but these are mostly of an elementary or an amateur nature. The agricultural colleges and experiment stations of the country are devoting about 200,000 square feet of glass and about 130 acres of land to floriculture.—Prof. H. R. Dorner.

Leo E. Prater, treasurer of the National Grape Growers' Association, predicts that Michigan grapes would bring an average price of \$150 a ton, with a maximum of at least \$200, compared with a \$90 average last year and a maximum of \$114. Ten years ago they brought \$20 a ton. The reason for the increased prices was a late spring sleet storm, which reduced the crop to about 25 per cent of normal. Southwestern Michigan will ship not more than 1,500 carloads of grapes this year, averaging perhaps 20 tons to the car.



## A NEW FEATURE IN A. A. N. PRACTICE

### Up Stairs and Down Stairs Conventions Simultaneously ---Of Equal Importance---Association Members Well Represented at Both---Lobby Convention Discloses Vigilance Committee Work, Under Pressure.

A report of that portion of the American Association of Nurserymen convention which was held in the lobby and a committee room of the Congress hotel in Chicago last June is published in the August 27th issue of the Country Gentleman. The state of the weather or the character of the proceedings in executive session was such that a considerable number of members of the A. A. N. sought greater opportunity for relaxation in the lobby. For the benefit of those who could not be in two places at once, the Country Gentleman account of the lobby convention will prove interesting.

It seems that while history was being made upstairs, A. A. N. members in the lobby were passing through an uncomfortable experience. The agricultural press had accepted in good faith the display advertising and the special articles supplied by the Market Development Committee of the Association, announcing to the public what the Association was going to do to protect the public's interests. At least two agricultural press representatives were on hand to see whether the agricultural press had been imposed upon in any way; for the agricultural press, like the general press and the trade press, is held accountable for what appears in its reading and advertising columns. That this fact did not have the remotest connection with the mental activities of some of the members of the A. A. N. was shown by the attitude they assumed when a series of perfectly natural questions was put to them.

The amusing result is shown in the Country Gentleman article referred to. P. S. Lovejoy, of the staff of that publication, happened to be at the Congress hotel during the convention; John E. Pickett, the editor, was there, too. Mr. Lovejoy writes and Mr. Pickett edits:

#### LOBBY CONVENTION OPENS

"Report of the Vigilance Committee been acted on yet?" I asked of a group of Nurserymen who were standing and talking in the lobby of the hotel.

"Guess they must be about finished with those things," answered one.

"With what general result?" I asked. "Did they handle the New York case, for instance?"

"Why?" Whaddy you want to know for?" a Nurseryman inquired.

"So as to get a line on what's going on," I said. "So as to find out whether it was a whitewash or a real job or what."

"Hot on the trail, aren't you? Say, why don't you lay off that stuff and take a chance that Nurserymen are once in a while decent? I'll tell you something you don't seem to know. Now listen. Nurserymen are just as straight as any other lot of business men. Hear me? I'm getting tired of this everlasting noise about crooked Nurserymen. . . ." "Say, you really think we're a bunch of crooks, don't you now?" said a wholesaler from the South, squaring around in front as though he would like to take a poke at me.

"Aw, all he wants is one of those red-meat stories," suggested an Eastern wholesaler. "Scandal in our midst! American Association of Nurserymen, in convention assembled, expels member convicted of skinning innocent farmer."

"Did they actually kick him out?" I asked, naming the Nurseryman who, it was rumored, had been investigated by the vigilance committee and found guilty of crooked dealing.

"Haven't you found out about that yet?" asked one of the group. "Haven't you found petent to tend to its own business and put

out anybody it doesn't want around?"

That was a reference of course to the fact that the convention was still sitting in secret session with the doors closed to all but voting members of the Association.

#### REPORTS FROM UP STAIRS

With remarkable composure Mr. Lovejoy refrained from remarking that the agricultural press would be found perfectly competent to go into executive session at a moment's notice when anything it did not want in its reading or advertising columns came along. He simply reviewed, somewhat in detail, the steps taken by the Nurserymen's national organization to attain a plane upon which it could ask a restoration of public confidence. He said that so far as he had been able to learn, the Association in executive session had ditched the Trade Mark by a vote of 52 to 16; that things had been steam-rollered, one Nurseryman declaring in the convention: "Gentlemen, it can be done; you can do it if you want to; but if you are going to pull down the flag, you'll have to get somebody else to do it."

"I hear," said Mr. Lovejoy, "that the executive committee has gone ahead and incorporated the Association in spite of clear instructions merely to investigate and report to this convention for action. Page 109 of the 1920 report, I think. I'm told this gives point to a lawyer's opinion that the Trade Mark might make trouble and scare the little fellows into ditching the Trade Mark. I am told that Article 9 is about to have its teeth pulled. Now all those things may be true or they may not be, but they've been told me by responsible members of this Association, along with a lot of other items which seem to hang together pretty well. I now come up to you and ask whether the report of the Vigilance Committee has been acted on. In effect you will tell me that it's none of my business. Everything I've ever said or written about Nurserymen or their industry is gentle and fragrant alongside what has been told me in this lobby of Nurserymen and by Nurserymen. Nothing I've ever said or written about the industry is as strong as what's been said on the floor of your own conventions by your own members and officers."

#### LOBBY PROCEEDINGS AGAIN

The report of the lobby convention continues:

Well, I certainly had my nerve, I was told. Asking for the names of everybody who had been called before the Vigilance Committee; asking for the confidential records of a committee, and of that committee in particular!

But, I protested, I had asked and would ask for nothing of the sort. I had asked and would continue to ask for definite evidence that the vigilance work had been decently effective and real.

All I really knew about the situation was that last year I had met and talked at length with a member of the Vigilance Committee and had been convinced of his ability and sincerity. I had met him this year just before the opening session, and he had told me that the committee had had a tremendous grist to grind—some fifty-four cases. He had looked tired and in need of a shave. I had shown him a letter from the Federal Horticultural Board which, in reply to my question, had listed the convictions since last June, in the Federal courts, of Nurserymen who had violated a single quarantine order. Out of the six convictions four were of members of the Association. Whereupon the member of the Vigilance Committee had

remarked: "Ain't that hell?" and had headed toward the barber shop.

#### GET THE NOTION

"Why, sure; I get the notion now," said a member of the Vigilance Committee who had been listening. "Looks to me as though you ought to be able to get that. What you want is something definite as to the work and achievements of the committee? In shape so you can use it. Wait right here till I see somebody."

At four-forty the Vigilance Committee man came for me and we went up in the elevator and down a hall and around a corner and knocked on a door and the door opened and let us in. There sat a New York wholesaler and an Ohio wholesaler and an Alabama wholesaler and an Iowa wholesaler and, altogether, just enough to make up a nice little party of thirteen.

A member of the Vigilance Committee rose and stated that he understood that I would like to know something of his committee's recent activities, that the committee had had before it some fifty-four separate cases which were contained in the pile of gray folders on the table.

He went through the pile. He read names, addresses and dates. He passed the folders whenever I indicated any unusual curiosity. In between the cases those present explained, commented and expounded, asking and answering questions. There was no objection so I made the following notes:

#### VIGILANCE CASES AT LAST

The case in which root galls had been shaved off the apple roots and the cut places had been smeared with mud was closed, the offending member of the Association having refunded to the purchaser the money paid for the trees.

The case of the member who had "raised" orders for nursery stock after they had been signed by the purchaser was yet pending, since, unfortunately, the offending member had not appeared before the Vigilance Committee to answer to charges and therefore could not be notified by the committee to appear before the convention to defend himself. But the right to defend oneself before the final tribunal was sacred and guaranteed in the constitution and could not be abrogated. Yes, it was very unfortunate that formal notification to appear had not been sent—and by registered mail. So the case must go over until the next convention, I gathered, if the member did not resign in the meanwhile and thus resolve the difficulty.

The case of the members who had advertised themselves as "wholesale nurseries" whereas, in fact, they were merely retailers, was settled upon the offenders' agreement to change their literature when their present supply of catalogues was exhausted.

The case of the member who had advertised and pictured several dozen large apples growing on a two-year-old tree had been closed when the member explained that what he had in mind was "two years after planting in the orchard" and that he would not do it again.

The case against the editor of the American Nurseryman, trade journal, had been considered settled by pointing out that the editor's caustic comments upon the inactivity of the Vigilance Committee were published during the three months of last year during which there was no such committee, none yet having been appointed.

One case had to do with a member who had advertised that he had 1500 acres in his nursery whereas he did not have so big a nursery. Another member had agreed to stop claiming that in his nursery "scale and fungus are unknown."

#### NOTHING WHATEVER HELD OUT

So on through the list—the whole list—with nothing whatever being held out on me, I was assured. So much required doing! With its poor facilities and the members volunteering their time, necessarily the committee had had to limit its work to the cases forced on its attention. But the work had actually started and was under way—they were trying hard. And this year's convention had again indorsed the vigilance work.

Oh, indeed yes! The convention was strong for the vigilance work—had ordered it to go right on; was going to back it as never before. Why, next year the American Association of Nurserymen was going to pay at least part of the time for a stenographer for the chairman of the Vigilance Committee.

### New Jersey Nurserymen

The New Jersey Association of Nurserymen held its summer meeting in Red Bank on August 10th. The Nurserymen, their friends and visitors, were met at the station in Red Bank and carried to the shore along the Rumson Road, one of the finest drives in the country, lined on either side with stately homes surrounded by spacious lawns and grounds beautifully planted. The wealth of planting material used through the section traveled readily explained the imported and high-powered cars in which the local Nurserymen carried their guests.

There was an elaborate and abundant shore-dinner at one of the inns near the shore, after which a round-table discussion was had. Dr. T. J. Headlee, state entomologist and Dr. Mel T. Cook, plant pathologist, reviewed the situation as to the matters in which their departments are directly interested and gave very satisfactory and encouraging reports.

Edward C. Vick of New York, well known to Nurserymen everywhere, suggested that a logical development of profitable understanding between Nurserymen and their customers lies in the organization of a national body patterned somewhat after the Royal Horticultural Society of England, to include Nurserymen, orchardists, officials of the Federal and State Departments of Agriculture, members of garden clubs, landscape architects, the farm and garden press, the seedsmen and all others who, as whether from the standpoint of commercial, professional or amateur interest, are concerned with the production and use of trees and plants.

Robert Pyle pointed out that the Nurserymen around Philadelphia and in Eastern Pennsylvania, those on Long Island and on the Hudson, have, with the New Jersey Nurserymen, closely related interests with respect to the stock grown, ornamentals almost altogether,—its distribution in the same territory as well as the same regulatory laws, and suggested the organization of a district association to include that territory. A committee was appointed for the purpose of acting on the proposal in conjunction with committees from other state associations, with the idea of supplementing and advancing locally the work of the American Association and as well the immediate business of Nurserymen in the New York-Philadelphia section.

The Nurserymen were the dinner guests of Lester Lovett, of Little Silver, N. J. and Milford, Delaware, and they were royally entertained. Much regret was expressed that the health of J. T. Lovett did not enable him to meet with the group of which he is the dean, Mr. Lovett, Sr., being one of the only two living Nurserymen who organized the American Association in 1875.

### Pennsylvania Nurserymen's Outing

On August 12th the members of the Pennsylvania State Nurserymen held their summer meeting at Philadelphia, or rather at the Andorra Nurseries in Chestnut Hill. Very nearly all the Nurserymen from the eastern part of the state and as far west as Harrisburg were in attendance as well as a majority of the New Jersey Nurserymen and several from New York.

Meeting at the office of the Andorra Nurseries, the Nurserymen and their guests were taken in charge by Wm. Warner Harper, the proprietor, Mr. Humphreys, Mr. Harrison and half a dozen other members of the staff and were driven in automobiles

## SOUTHERN NURSERYMEN'S ASSOCIATION

Program for Twenty-third Session at Hotel Patten, Chattanooga, Tenn., 1921

### OFFICERS

Paul C. Lindley, President, Pomona, N. C.  
C. A. Simpson, Vice-President, Monticello, Fla.  
O. Joe Howard, Secy. and Treas., Hickory, N. C.

### EXECUTIVE COMMITTEE

Chas. T. Smith, Concord, Ga., Chairman.  
A. L. Ligon, Macclenny, Fla.  
O. Joe Howard, Hickory, N. C.  
Paul C. Lindley, Pomona, N. C.  
C. A. Simpson, Monticello, Fla.

### A BUSINESS MEETING FOR SOUTHERN NURSERYMEN

Chattanooga, Tenn.

Patten Hotel, Green Parlor

Wednesday and Thursday, September 7-8, 1921

Meetings 10:00 and 2:30 P. M.

*"Bring me word thither how the world goes that to the pace of it I may spur on to my journey."*—Shakespeare (from Coriolanus.)

### IMPORTANT MEETING

All members interested in our FUTURE meet with Legislative and Executive Committees 2 p. m., Sept. 6, Hotel Patten. Bring your state entomologist with you

### TALKS AND TOPICS

Invocation.....Harry Nicholson, Winchester, Tenn.  
Address of Welcome—Courteous Chattanooga.....Robert Sparks Walker, Chattanooga, Tenn.  
Response—Alive Atlanta.....H. C. Caldwell, Ashford Park Nurseries, Atlanta, Ga.  
Farm Life Studies.....Dr. C. J. Galpin, Dept. of Agri., Washington, D. C.  
Nursery Stock Investigations.....Prof. L. B. Scott, Dept. of Agri., Washington, D. C.  
Horticultural Possibilities of Seedling Apples for Nursery Stocks.....Prof. O. M. Watson, University of Tenn., Knoxville  
Nursery Advertising.....John Watson, Princeton, N. J.

SOME IMPRESSIONS, EXPRESSIONS and OBSESSIONS.....Paul C. Lindley, Pomona, N. Y.  
Value of Inoculation in Soil Building.....A. H. Mason, Earp, Thomas Co., New York City  
TIRED, RETIRED, RUBBERTIRED.....Chas. T. Smith, Concord, Ga.  
"Say It With Flour".....W. M. Howe, Near East Relief, Chattanooga  
Items from Iowa.....F. J. Wright, Successful Farming, Des Moines, Iowa  
Cost Figures of Nursery Stock To Be Used In Preparing Inventory Figures for Income Tax Report

Discussion.....E. W. Chittin, A. L. Ligon, John Fraser, Jr.  
WHICH—WINCHESTERS OR BUDDING KNIVES.....W. A. Easterly, Cleveland, Tenn.  
WHAT MAKES THE "WILD-CAT" WILD?—Discussion. The chair will call on different entomologists and horticulturists present.  
Items from Texas.....J. R. Mayhew, Texas  
ASSORTED AND RESORTED.....S. W. Crowell, Roseacres, Miss.

### THE MARSHALL FIELD IDEA

"To do the right thing at the right time, in the right way; to do some things better than they were ever done before; to eliminate errors; to know both sides of the question; to be courteous; to be an example; to

over the Nurseries. Even three hours did not permit more than a glance at the blocks of stock. It was a revelation to those who had not previously visited these Nurseries which are unique and in a class by themselves. They contain no fruit trees, none of the cheaper shade trees and no common or easily-grown shrubs; the 1100 acres are planted with the "jewels" of the plant list: Boxwoods in globes and pyramids of which one conservative Nurseryman estimated there were \$50,000 worth in one of a dozen blocks; rhododendrons in such quantities that one feels no need of Holland; evergreens in all sizes; and specimens of Thuys, cryptomerias, junipers, etc., in 6, 8, 10 and 12 foot sizes, in blocks containing thousands of each. It is safe to say that such quantities and such sizes cannot be duplicated in any other American Nursery, if at all. It was interesting to note the frequent transplanting of these large conifers, the work being under way in August. It means great expense to move 10 foot conifers, but it gives them the value that comes of insuring their permanent growth through this frequent transplanting in the Nursery.

At 1 o'clock the visitors were entertained at lunch by Mr. Harper at the White Marsh Country Club, adjoining the Nursery, and then the business meeting was held on the Club Lawn with Albert Meehan presiding as president and Henry T. Moon acting as secretary. J. Edward Moon was first introduced and gave a most interesting account of his

work for the love of the work; to anticipate requirements; to develop resources; to recognize no impediments; to master circumstances; to act from reason rather than rule; to be satisfied with nothing short of perfection."

year's stay in Germany while he was in charge of the Quaker work of feeding the children in the Essen district. Mr. Moon also told of his visits to the European Nurseries and to some of the great flower shows.

In the absence of Prof. J. G. Sanders, the Pennsylvania state entomologist, Dr. Headlee of New Jersey reviewed the situation with respect to pest control handled jointly by the two states. The result was the appointment of a committee to organize an association to include the Nurserymen in the New York-Philadelphia section, covering Pennsylvania and New Jersey and possibly Long Island, the interests of those in that section being about the same and likely to be well served by a district association.

After adjournment the meeting broke up into several separate parties that visited the Meehan Nurseries at Dresher, the Krewson Nurseries at Cheltenham and Adolf Muller's DeKalb Nurseries at Norristown, and they were royally entertained at each place. Labor being more plentiful than of late, all the places visited were found to be clean and well cultivated and quite like they were in pre-war times.

About sixty attended the meeting.

"The following years are going to be years where problems of salesmanship and advertising are going to be more essential than ever, owing to the transition stages through which we are passing."—Henry Penn.

Say you saw it in AMERICAN NURSERYMAN





R-65  
9" California Pattern. One of the most popular styles. The entire line lists 22 numbers.

## PEXTO PRUNING SHEARS



An expert was once asked when was the best time to prune. He replied, "Whenever your shear is sharp." This sounds just a little too general, but we all know that judicious pruning most certainly is beneficial and that a sharp scientific pruning shear is the best tool to use.

PEXTO pruning shears have become nationally known as the most satisfactory shear on the market and dealers can recommend them as fully guaranteed by the manufacturer.

They are designed to work easily and are made of the best grade materials by expert workmen, who are backed by the experience of over one hundred years of tool making.

The finish of these pruning shears is attractive and durable and when well displayed are rapid sellers. Ask your jobber about the PEXTO pruning Shear display boards.

For those who desire to know just the how and when to prune, our "Little Pruning Book" will be of special value. Price 50 cents.



Worth While Tools

**THE PECK, STOW & WILCOX CO.**  
Cleveland, Ohio - U.S.A.

## AMERICAN NURSERYMAN

CHIEF EXPONENT OF THE  
AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

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ROCHESTER, N. Y., SEPT. 1921

**H**OW far may a trade association go in a uniform cost-accounting system?

In putting this question to the acting chairman of the Federal Trade Commission, the Fabricated Production Department of the National Chamber made this explanation:

"We refer to a standard plan or methods which may be developed and used by the producers of a certain line whereby they figure their costs by the same rules, including in them the same elements and differing only in results because of the variance in size of plants, equipment and local conditions—uniform as to fundamentals.

"Is there any reason why such a system may not be developed and used lawfully by an industry? Again, if conversion costs only be dealt with, is there any legal bar to the collective study of costs by the members of an industry using such uniform cost system?"

The reply, made officially, is that such a collective study is not only permissible but beneficial so long as no ulterior use of it is intended. At a time when the trade associations are in considerable perplexity as to what course of conduct they may pursue, this clarification of the cost-accounting problem should prove extremely helpful.—The Editor, The Nation's Business, Sept. 1921.

### The Marshall Field Idea

"To do the right thing at the right time, in the right way; to do some things better than they were ever done before; to eliminate errors; to know both sides of the question; to be courteous; to be an example; to work for the love of the work; to anticipate requirements; to develop resources; to recognize no impediments; to master circumstances; to act from reason rather than rule; to be satisfied with nothing short of perfection."

The Federal Horticultural Board has a great chance to square itself with those Nurserymen who have criticised it on account of Quarantine 37. Let it be particularly lenient with applications for permits to import for propagating purposes the wonderful trees described in a London cable to the Phila. Public Ledger and commented upon by a correspondent in this issue. Quart sizes, we presume, will be most in demand. L. B. Scott should be asked to discuss, at the Chattanooga convention, the possibilities for developing varieties hinted at by our correspondent—Jehoshaphat!

### AN EXCELLENT PROPOSAL

The project to form an Eastern Association of Nurserymen, as outlined by F. F. Rockwell in this issue, has everything in its favor, it would seem. We presume there is no doubt that it will be brought into realization. One of the most important sections of the country has been without its trade organization. Its need has been felt repeatedly—perhaps at no time more so than when the many active representative Nurserymen doing business in the Eastern states have been subjected to good-natured bantering by some of the Western Nurserymen in the declaration that, due to the natural activities of the Eastern Nurserymen in national association matters the A. A. N. should really be regarded as an Eastern Nurserymen's Association! Of course that was more or less of a joke; but the existence of an Eastern Association in fact would correct the present situation and complete the circle. The Northern, Western, Southwestern, Pacific Coast, Southern and New England Associations are well established and doing important work. Repeatedly the annual meeting programs of these sectional associations have equaled or exceeded in interest and constructive, practical results those of the national organization. This journal years ago began directing special attention to the snappy, vigorous discussions and progressive work of the Western Association; and in recent years the conventions of the Southern Association have been a potent factor in trade advancement.

We believe the project for an Eastern Association in one of the most important that has arisen in trade circles.

### HAVE YOU SENT IN YOUR LIST?

It speaks well, of course, for the modesty of Nurserymen, who desire always to pay as they go, that so few have come forward with names of newspapers in their several territories in which they would like to see published the articles prepared by the Market Development Committee. Thus far only three or four Nurserymen have sent in such lists in answer to the appeal by the committee in the August issue of the American Nurseryman.

But it does not speak so well of their enterprise. It costs nothing but a two-cent stamp to send the names of local newspapers to Chairman Rockwell, at Bridgeton, New Jersey. Nurserymen are sure to get a lot of publicity right at home which will naturally bring what new business it may create almost directly to their doors.

In other words, the A. A. N. proposes to advertise for new business for A. A. N. members right at their doors. Isn't it worth a two-cent stamp to get in on this? In what newspapers in your locality would you like to see matter creating a desire to purchase and plant Nursery stock? Just send the names of the newspapers today to Chairman Rockwell. He'll do the rest.

### NO ACTION ON GEORGIA NURSERY BILL

A bill which was introduced in the Georgia legislature to regulate the Nursery trade in that state, died with the session, as the legislature adjourned last month without action upon it. The bill proposed licensing Nurserymen and horticultural experts doing business in Georgia, prescribing punishment for violation of provisions and defining extent of liability for damages sustained by fraud and deception in the sale of fruit, shrubs, plants, bulbs and roots.

We presume that prompt and definite action by the Southern Nurserymen along

right lines, within the trade and notification to Georgia legislators of what the A. A. N. Vigilance Committee is doing will show those legislators that such a measure is unnecessary.

### WHAT U AND I WILL DO

Here's something worth figuring out. Drop everything and read clear through the following communication; it's worth a trip to a trade convention, but it costs you only ten minutes of perusal and reflection, to be followed by action. Listen:

Editor American Nurseryman:

We find the Nursery business extremely active in some sections of the country and very quiet in others. Some of the Nurserymen, like other business men, seem to be in a state of lethargy; they are apparently waiting for things to turn up instead of putting forth a strong effort to make things happen. If there ever was a time to advertise in the right way, it seems to me that now is the time, even if we have to sell the old Ford to pay for the advertising. The trade in general is ready to buy, but is apparently waiting for someone to make the start. If I could suggest a possible remedy for the present apparent business stagnation I would say: BUY! Buy what you know you will need. Start the ball rolling—don't wait for someone else to make the first move.

We are all thinking about and working on collections these days and we all hear the same story—"Collections are bad and can't pay now." Let's break that up. Instead of "robbing Peter to pay Paul," let's buy from Peter so that he can pay Paul, then Paul can pay us. Let everyone pay who can and cease husbanding that cash just now. Now is the time to spread cash and by helping others we help ourselves.

The average growing season this summer has been very favorable, and growing Nursery stock on the whole is looking good. Someone is going to need that stock, so the sooner we start the trade lists and want lists going the better. Advertise now. Buy early.

I would like to write a letter to every Nurseryman about as follows:

### BUY-LAWS

If, by the way, you would be busy, BUY NOW! Bye and bye will not help, but buy and buy now. Buy what you have in mind. Nursery prices will not go lower, so buy now. Very few would buy on a falling market and now that prices have reached the bottom buy now before they increase this fall. By George, buy now!

I would like to substitute the usual "Very truly yours" with "Buy-buy."

Here's another punch. It might do to print on blotters or calendars:

### BUSINESS OR BUZZINESS

Take your choice, they both mean the same. The word "business" could better be spelled "Buisness." Think of it this way, then start something—

It takes U and I to make (or spell) business. U will make it "bus" or "buzz;" I, alone, is not sufficient but when U and I get together then we have BUISNESS. Let's all get busy.

R. F. NEIL

Huntsville, Ala.

Of course, too much ought not to be expected of a trade mark. Last month a New York city man was robbed of a gold watch and a fob which had the Ten Commandments engraved upon it!

Say you saw it in "American Nurseryman."



## PASSING THROUGH MIDSTS

Now it comes to pass in the rain of the fall season that whole communities of varied callings, as well as those of a single occupation, find Vigilance Work essential. Even as Producers of Dependable Nursery Products must register at headquarters in one large section of the country and travel under the supervision of their fellow tradesmen, so, verily, must those who by chance or design pass through an Arkansas town give due and sufficient reason therefor, according to Snagtown correspondence of the Arkansas Thomas Cat, as copied and credited by the New York Herald, as follows:

A stranger whose name we did not learn passed through our midst one day last week. Strangers who pass through Snagtown without giving out any information as to who they are or what their business is always lay themselves open to being suspicious characters. If they know when they are well off they will stop at the post office and tell Sol Batavia their business and give a general account of themselves. Otherwise we don't know whether they are robbers or criminals or what. We hope that strangers passing through our midst after this will govern themselves accordingly.

We have not yet heard whether Crowell and Chase have been out on another Middle States fruit growers meeting mission. Something has stirred the Arkansas town to action. An Alabama Nurseryman and a colleague from Rochester last month essayed to motor from Geneva to the American Nursery Center, without the formality of a stop and a cost accounting at Canandaigua. Having been deprived of the A. A. N. Trade Mark they had some difficulty. Instances showing ample precedence for the Vigilance Committee work of the American, Southern and Pacific Coast Associations of Nurserymen are multiplying. The fact that the practice has become established in three of their trade organizations indicates clearly that the Nurserymen intend to keep up to date. They have set the pace for the seedsmen.

## OPPOSITE COURSES

Just why it is that the national organization of Nurserymen should be averse to co-operation and open-handedness with entomologists, orchardists, the press and other factors with whom and with which it is necessary for Nurserymen constantly to have dealings in the ordinary course of business, we presume our readers have often wondered. Their wonder must be increased by the fact that the district Nursery trade organizations pursue the opposite policy. Last year the Southern Nurserymen's Association put itself in an enviable position by having the state officials with it and in having them agree to serve in an advisory capacity with the Association's legislative committee. That action made the state officials at once interested parties along with the members of the Southern Nurserymen's Association; and, judging by the way Prof. Conradi talked, that interest is very friendly. In drawing up a bill in conjunction with the state officials, the Nurserymen of the Southern Association make the state officers supporters of what the Nurserymen want. Perfectly clear, isn't it, that direct advantage is gained. Strange that the national organization cannot see it.

Note the prominence given to this co-operation, in the program, in this issue, of the Chattanooga meeting this month: "Important Meeting. All members interested in our Future meet with Legislative and Executive Committees. Bring your state entomologist with you."

Suggestion that similar action be taken with reference to the convention of the

## FALL FASHIONS

Some of the best-informed modistes tell us fall prices, like the newest French frocks, will be cut rather lower in the skirt.

Other authorities on prices are of the opinion that the fall effects will be more décolleté than in recent years.

Still others seem to think that bodices will be made so as to present a rather full and high effect in front with a decidedly low-cut V effect in the back.

Fashionable grading this fall will probably not be so much on the bias as it was last spring when the rather full 3 to 4 foot front often sloped gracefully to a light 18 to 24 inch in the middle of the bundle. That style was not accepted by the more conservative.

In millinery, the tendency is in the direction of the ornate and floral fussy fixings like Roses; Gooseberries and Cherries being as rare as aigrettes.

Sun-shades, rather neglected for some years now, are displayed in all the best places. The American Forestry Association has been very active in trying to bring Shades into fashion. Their return to demand would bring joy to many establishments.

Greens and particularly Evergreens are the popular shades right now but with so many factories working overtime to turn out goods of this color, there is apt to be a reaction when browns, dark blues and drabs will be the colors worn by those nurserymen later on.

In sales methods, the demand is for flagree effect and openwork generally. This is frowned upon by the dowagers who have taken legal advice as being immodest exposure; but it is noticeable that the lively janes dance while the chaperons bring their knitting and play bridge.

Credits are apt to be made up decidedly snug and close-fitting. The late prevailing style has been so full and flowing that the draperies have caught on too many nails. The fullness will be eliminated and much good cloth saved.

P. P.

Gopher Prairie, August 15.

A. A. N. in Chicago last June was promptly vetoed.

At page 32 of the last issue of the *American Nurseryman* was reported the significant action by the Pacific Coast Association of Nurserymen in providing bureaus for Association co-operation with quarantine officers, fruit inspectors, officials of fruit growers' organizations, etc.

Some interesting facts for every Nurseryman to consider seriously are cited in an advertisement at the top of page 48 of this issue of the *American Nurseryman*. As R. F. Neil says in another column: "Get Busy."

Prof. Corbett of the Bureau of Plant Industry, U. S. Dept. of Agr., has direct charge of the spending of \$20,000 a year for Nurserymen. Every consideration should be extended to him by the Nurserymen. It would seem that no proceedings should be too intimate for him to listen to. And there's L. B. Scott, on a special Nursery Trade mission, too!

## AMONG FRENCH ROSARIANS

Samuel S. Pennock, President of the Society of American Florists, writes entertainingly in the Florists' Exchange of his attendance at the Rose Show at the Bagatelle Gardens, France, in June, in company with J. Edward Moon, former president of the American Association of Nurserymen. Mr. Pennock was the American representative on the Board of Judges. Among prominent men of the trade at the show were: Rene Barbier, Cochet-Cochet, Auguste Nonin, Pernet-Ducher, Alexander Dickson, Alexander Dickson, Jr., Arthur Turner, W. E. Wallace, Henri Gravereaux, proprietor of La Roseraie de l'Hay Rose gardens, and Charles E. Pearson, editor of the English Horticultural Advertiser. Mr. Pennock says:

Mr. and Mrs. Moon and myself went to Orleans where we made a profitable visit to Barbier & Co. We were shown around by Rene Barbier and his brother Leon, also Rene's son, Pierre. All three spoke excellent English.

Among their roses of note was Leontine Gervais, a light apricot pink, a Wichuriana and a very free bloomer, a promising variety. Another Wichuriana was Francis Guillot, a large white flowering variety.

In H. T.'s they had an apricot pink, No. 1939, very free, and good size flowers; Benedicte Sedum, a rich coppery yellow about the size of Ophelia, dark reddish green foliage; Madame Collette Martinet, a coppery yellow, much like Mrs. Aaron Ward, but darker. Might be a forcer; Champagne, much like Pharisaeer, large, and free, dark foliage.

A polyantha of a distinct color, a very dark crimson, is Eblouissant; flower about the size of Anne Muller but a very distinct color, something that we don't have in other roses.

Eugene Barbier, a Hybrid Perpetual, looked very promising, very large flowers of a dark canary yellow color fading out to a lighter yellow.

## Among Other Orleans Nurseries

We visited Chenault & Co., also Turbat & Co., but unfortunately found them away as they were having a horticultural meeting. These nursery establishments in Orleans are along the Route de Olivet about a mile from the center of town, and extend along each side of the narrow street, completely walled in along the front with walls and buildings with no sight of vegetation, trees or otherwise, save through the doors and gateways. When one enters, he finds beyond the buildings, a wide expanse of well-kept nurseries, very orderly arranged and free of weeds. Everything is splendidly plotted in blocks and labeled. There are also some wonderfully fine specimens of trees, evergreens, shrubs, etc.

In their propagation work and forcing early in the season, they use bell glasses to a large extent. They use them the same as we use hotbeds and houses in America. This, in some ways, seems desirable and other ways, not.

From Verdum, we went to Nancy to visit the firm of Victor Lemoine & Son. We found Emile Lemoine there, his father Victor having passed away ten years ago. He talked a little English and we got along very well. He is an enthusiast on hybridizing, having introduced many new varieties of plants. Probably he is better known as a hybridizer of Peonies, Lilacs and Philadelphus; he has also done considerable work on Deutzias, Pyrethrums, Pentstemons, Cannas and Gladioli. He had some fine varieties of Mock Orange seedlings still in bloom. These were decidedly attractive.

"It takes U and I to make or to spell business," says R. F. Neil, of Huntsville, Ala. Read his graphic exposition of this fact in this issue, and get buzzy.

James Moon, Morrisville; Frazer Harrison, of Andorra Nurseries, and Robert Pyle, of West Grove constitute the Pennsylvania committee; and J. C. Lovett, F. F. Rockwell and William F. Miller the New Jersey committee to prepare a plan for establishment of the Eastern Nurserymen's Association.

See you saw it in AMERICAN NURSERYMAN

# YOU WANT QUALITY!

AND WE HAVE IT!

*because:*

Western New York grows  
the finest Nursery Stock in  
the World.

This is a **QUALITY** year.

BULLETIN No. 1 is ready—A post card will bring it.

**Chase Brothers Company**  
THE ROCHESTER NURSERIES  
ROCHESTER, N. Y.

## Very Advanced Horticulture

Editor American Nurseryman:

I desire, in the interest of advanced horticulture, to bring to your attention and through the medium of your hospitable columns, to the attention of the Nursery trade, the encouraging news contained in the press-dispatch quoted below. It is a London cable to the Philadelphia Public Ledger with account of the recent discovery in Paraguay, the importation thence and its addition to the Kew Gardens collection,—the largest arboretum in the world,—of a hitherto unknown tree which, on being tapped, yields an almost limitless quantity of cool, red wine the effect of whose imbibition is described as being all that could be desired.

Dr. Bertoni, director of arboriculture at the Kew Gardens, has just installed there a new tree, the "wine tree," which threatens to become a household fixture in every backyard in the United States when its existence becomes known and its roots are available at commercial prices.

The tree was discovered on a recent trip to Paraguay, where Dr. Bertoni observed perfectly sober natives approaching certain trees, leaning against them for twenty minutes, then staggering away with a beautiful "brannigan" and a full-bodied breath. It was found that it was necessary only to make a deep incision in the bark with a knife, whereupon a very strong red wine flows out in almost limitless quantities.

Sir, with what infinite intelligence and with what generous bounty does Nature supply our every need! With what foresight are the mountains planted with fir and spruce and hemlock to shade, protect and conserve the snow that later must come down gently and gradually into the valley, making the meadows green and the gardens rich with bloom! With what tender solicitude does Nature plant the brooks and rivu-

lets with shade and cover against the thirsty sun! And the mossy banks seem made for timorous violets. No sooner has Volstead Saharalism dried up the springs from which we drew refreshment for our bodies and exhilaration for our spirits than Nature, as if responding to our need, brings to light and gives to our use the Wine Tree!

May I ask, Sir, if this has come to the attention of the Bureau of Plant Industry? Or if the Committee appointed by the Nurserymen's Association to co-operate with the Department in plans to produce at home the things that we formerly bought in the open market, has taken any steps to introduce, propagate and disseminate this new variety of which there is such obvious present need?

You can readily see what an impetus its introduction at this time would give to the Nursery business. Those who know the ropes have said that "Prohibition is all moonshine." It isn't; but most of it is. Instead of musing with the "makins" yourself or being a law-breaker trafficking with law-breakers; instead of paying \$18 a quart for what you can't be sure is whiskey until the absence of occasion for a funeral for the party of the first part brings a sigh of relief; instead of treading devious, dangerous and expensive paths to a comfortable condition of indifference to the state of the market, or else living as the Turks and Bolsheviks live,—with what satisfaction can we not now regard the early prospect of sitting at our ease in our own back-yards under our own vine and Wine Tree, inserting our trusty pruning knife and drawing off a libation that will make present confidential quotations on apples and roses look like the excess-profits prices of the vanished year!

No prospect that I can envisage would so

favorably affect the Nursery business in other directions at the same time. Since those who live in hotels and in apartment houses obviously have no space for orchard planting the inducement of the Wine Tree will bring an exodus to the country. We will have more home-owners. Rents will go down. There won't be any renters. The cry will be: "Back to the Land—and the Wine Tree Orchard."

And what about our highways? What more inviting prospect than a highway planted on either side with Wine Trees affording shelter and refreshment to the weary traveler?

Also, the trees could be grown in pots (pint size) and in tubs (quart size). They could be carried as samples by our traveling salesmen and such practical and stimulating demonstration furnished customers as would secure the eager signatures on the dotted line. Countermands would be unknown. Touring Nursery salesmen falling into the clutches of the Volstead minions, instead of spending the night in durance ville waiting for bondsmen, would be in possession of only proper and legal samples of their Nursery stock.

Realizing the great commercial possibilities in the introduction and sale of the Wine Tree, no less than my obligation to be of service to my fellow man, I have already applied to the Federal Horticultural Board for a permit to import for propagating purposes such trees as I can get. I have cabled to the United States Consul at Asuncion an open order. Due notice will be given as soon as stock can be supplied to the trade. Not more than a few dozen or so (except in special cases) will be sold any one buyer. Those in the trade will be re-

## MOUNT ARBOR NURSERIES

E. S. WELCH, PRESIDENT

125 Center St.

Shenandoah, Iowa

### OUR SPECIALTY

A large assortment of high quality nursery stock for

### THE WHOLESALE TRADE

FOR FALL 1921--SPRING 1922

A complete line of Fruits and Ornamentals

### ROSES

Baby Ramblers, Climbing, Hybrid Perpetual, Tea and Rugosas

### FRUIT TREE STOCKS

American Grown—Apple, Japan Pear and Americana Plum.

French Grown—Apple, Mahaleb, Mazzard, Myrobolan, Pear

### ROSE STOCKS

Manetti and Multiflora.

FOREST TREE SEEDLINGS  
CALIFORNIA PEACH PITS

We take this opportunity to thank our many customers for past trade favors, and shall hope to merit your future trade.



# HILL'S CHOICE EVERGREENS

FALL 1921 SPRING 1922  
NOTE—Prices quoted below are for actual Nurserymen only

o—Indicates never Transplanted. Suitable for Bedding Out.  
Each x Indicates one Transplanting.

| Variety                    | Size<br>Inch | 100   | 1000   |
|----------------------------|--------------|-------|--------|
| Abies Balsamea.....o       | 2-4          | 4.50  | 30.00  |
| Abies Tsuga Can.....x      | 6-8          | 15.00 | 135.00 |
| Abies Concolor.....x       | 8-10         | 17.00 | 160.00 |
| Abies Douglassi.....o      | 4-6          | 17.50 | 160.00 |
| Abies Douglasi.....o       | 4-6          | 3.50  | 25.00  |
| Abies Douglasi.....o       | 6-8          | 5.00  | 40.00  |
| Abies Douglasi.....o       | 6-8          | 10.00 | 90.00  |
| Abies Douglasi.....o       | 10-12        | 25.00 | 200.00 |
| Abies Doug. Fraseri.....o  | 4-6          | 8.00  | 65.00  |
| Abies Veitchii.....o       | 2-4          | 7.50  | 65.00  |
| Buxus Sempervirens.....x   | 6-8          | 15.00 | 135.00 |
| Ginkgo Biloba.....o        | 10-12        | 6.00  | 50.00  |
| Juniperus Canadensis.....o | 6-8          | 7.50  | 65.00  |
| Juniperus Canadensis.....o | 8-10         | 15.00 | 135.00 |
| Juniperus Canadensis.....o | 10-12        | 40.00 | 300.00 |
| Juniperus Com.....o        | 6-8          | 4.00  | 35.00  |
| Juniperus Com.....o        | 8-10         | 5.00  | 40.00  |
| Juniperus Sabina.....x     | 6-8          | 3.50  | 25.00  |
| Juniper Sab. Horiz.....x   | 6-8          | 25.00 | 200.00 |
| Juniper Tamarisc.....x     | 12-18        | 50.00 | 400.00 |
| Juniperus Scopulo.....o    | 4-6          | 25.00 | 200.00 |
| Juniperus Scopulo.....o    | 4-6          | 10.00 | 90.00  |
| Juniperus Scopulo.....o    | 6-8          | 12.00 | 110.00 |
| Juniperus Scopulo.....o    | 12-18        | 50.00 | 400.00 |
| Juniperus Virginiana.....o | 6-8          | 4.50  | 37.50  |
| Juniperus Virginiana.....o | 8-10         | 5.00  | 40.00  |
| Juniperus Virginiana.....o | 10-12        | 6.00  | 50.00  |
| Juniperus Virginiana.....o | 12-18        | 15.00 | 140.00 |
| Juniperus Virginiana.....o | 18-24        | 25.00 | 225.00 |
| Juniperus Virginiana.....o | 24-36        | 35.00 | 300.00 |

| Variety                | Size<br>Inch | 100   | 1000   |
|------------------------|--------------|-------|--------|
| Larix Europea.....o    | 10-12        | 3.50  | 20.00  |
| Larix Europea.....o    | 12-18        | 4.00  | 25.00  |
| Larix Europea.....o    | 18-24        | 5.00  | 40.00  |
| Picea Alba.....o       | 6-8          | 9.00  | 80.00  |
| Picea Alba.....o       | 8-10         | 9.00  | 80.00  |
| Picea Canadensis.....o | 10-12        | 20.00 | 160.00 |
| Picea Canadensis.....o | 12-18        | 25.00 | 200.00 |
| Picea Canadensis.....o | 18-24        | 30.00 | 240.00 |
| Picea Engelmanni.....o | 4-6          | 9.00  | 75.00  |
| Picea Engelmanni.....o | 6-8          | 3.50  | 25.00  |
| Picea Engelmanni.....o | 8-10         | 35.00 | 280.00 |
| Picea Engelmanni.....o | 10-12        | 50.00 | 400.00 |
| Picea Excelsa.....o    | 4-6          | 2.75  | 14.50  |
| Picea Excelsa.....o    | 6-8          | 3.25  | 17.50  |
| Picea Excelsa.....o    | 8-10         | 3.75  | 22.50  |
| Picea Excelsa.....o    | 10-12        | 7.50  | 65.00  |
| Picea Excelsa.....o    | 12-18        | 10.00 | 90.00  |
| Picea Excelsa.....o    | 18-24        | 14.00 | 130.00 |
| Picea Pungens.....o    | 4-6          | 4.50  | 40.00  |
| Picea Pungens.....o    | 6-8          | 6.50  | 50.00  |
| Picea Pungens.....o    | 8-10         | 12.00 | 100.00 |
| Picea Pungens.....o    | 10-12        | 15.00 | 120.00 |
| Picea Pungens.....o    | 12-18        | 25.00 | 200.00 |
| Picea Pungens.....o    | 18-24        | 30.00 | 240.00 |
| Picea Rubra.....o      | 4-6          | 5.00  | 40.00  |
| Pinus Mugho.....x      | 6-8          | 15.00 | 135.00 |
| Pinus Austrica.....o   | 6-8          | 6.50  | 50.00  |
| Pinus Austrica.....o   | 8-10         | 12.00 | 110.00 |
| Pinus Austrica.....o   | 10-12        | 17.50 | 160.00 |
| Pinus Austrica.....o   | 12-18        | 22.50 | 200.00 |
| Pinus Banksiana.....o  | 8-10         | 2.50  | 15.00  |
| Pinus Banksiana.....o  | 10-12        | 3.25  | 17.50  |
| Pinus Banksiana.....o  | 12-18        | 15.00 | 135.00 |
| Pinus Banksiana.....o  | 18-24        | 20.00 | 180.00 |
| Pinus Ponderosa.....o  | 4-6          | 2.50  | 15.00  |
| Pinus Ponderosa.....o  | 6-8          | 3.00  | 17.50  |
| Pinus Ponderosa.....o  | 8-10         | 3.50  | 20.00  |
| Pinus Ponderosa.....o  | 10-12        | 15.00 | 135.00 |
| Pinus Rigida.....o     | 8-10         | 3.50  | 15.00  |

| Variety                    | Size<br>Inch | 100   | 1000   |
|----------------------------|--------------|-------|--------|
| Pinus Strobus.....o        | 6-8          | 2.00  | 12.00  |
| Pinus Strobus.....o        | 8-10         | 9.00  | 80.00  |
| Pinus Strobus.....o        | 12-18        | 15.00 | 150.00 |
| Pinus Sylvestris.....o     | 4-6          | 2.50  | 15.00  |
| Pinus Sylvestris.....o     | 6-8          | 10.00 | 80.00  |
| Pinus Sylvestris.....o     | 10-12        | 15.00 | 150.00 |
| Pinus Sylvestris.....o     | 12-18        | 20.00 | 200.00 |
| Retinospora Filifera.....x | 6-8          | 17.50 | 160.00 |
| Retinospora Filifera.....x | 8-10         | 30.00 | 240.00 |
| Retinospora Filifera.....x | 10-12        | 30.00 | 240.00 |
| Retinospora Filifera.....x | 12-18        | 20.00 | 160.00 |
| Taxus Canadensis.....x     | 10-12        | 15.00 | 150.00 |
| Taxus Canadensis.....x     | 12-18        | 27.50 | 220.00 |
| Thuya Occidentalis.....o   | 4-6          | 3.00  | 18.00  |
| Thuya Occidentalis.....o   | 6-8          | 3.50  | 20.00  |
| Thuya Occidentalis.....o   | 8-10         | 4.00  | 25.00  |
| Thuya Occidentalis.....o   | 10-12        | 6.00  | 50.00  |
| Thuya Occidentalis.....o   | 12-18        | 7.00  | 60.00  |
| Thuya Occidentalis.....o   | 18-24        | 10.00 | 90.00  |
| Thuya Occidentalis.....o   | 24-36        | 15.00 | 140.00 |
| Thuya Occ. Comp.....x      | 6-8          | 15.00 | 140.00 |
| Thuya Occ. Comp.....x      | 10-12        | 30.00 | 240.00 |
| Thuya Doug. Aurea.....x    | 6-8          | 25.00 | 200.00 |
| Thuya Doug. Aurea.....x    | 8-10         | 20.00 | 160.00 |
| Thuya Doug. Aurea.....x    | 10-12        | 20.00 | 160.00 |
| Thuya Occ. Elwa.....x      | 6-8          | 20.00 | 160.00 |
| Thuya Occ. Globosa.....x   | 10-12        | 40.00 | 320.00 |
| Thuya Oc. Glo. Nova.....x  | 6-8          | 22.50 | 180.00 |
| Thuya Occ. Hoveyi.....x    | 6-8          | 20.00 | 160.00 |
| Thuya Occ. Hoveyi.....x    | 10-12        | 35.00 | 280.00 |
| Thuya Occ. Lutea.....x     | 6-8          | 27.50 | 220.00 |
| Thuya Occ. Pyram.....x     | 6-8          | 16.50 | 135.00 |
| Thuya Occ. Pyram.....x     | 10-12        | 35.00 | 280.00 |
| Thuya Occ. Pyram.....x     | 12-18        | 45.00 | 360.00 |
| Thuya Occ. Rosen.....x     | 6-8          | 25.00 | 200.00 |
| Thuya Occ. Spic. Al.....x  | 6-8          | 25.00 | 200.00 |
| Thuya Occ. Verna.....x     | 6-8          | 25.00 | 200.00 |
| Thuya Warceana Sib.....x   | 6-8          | 20.00 | 160.00 |
| Thuya Warceana Sib.....x   | 10-12        | 40.00 | 320.00 |
| Thuya Occ. Woodw.....x     | 6-8          | 20.00 | 160.00 |
| Thuya Biota Orien.....o    | 6-8          | 5.00  | 35.00  |
| Thuya Biota Orien.....o    | 8-10         | 6.00  | 45.00  |
| Thuya Biota Orien.....o    | 10-12        | 8.00  | 75.00  |
| Tsuga Canadensis.....x     | 6-8          | 15.00 | 135.00 |
| Tsuga Canadensis.....x     | 8-10         | 17.00 | 160.00 |



The growing of young Evergreens and Deciduous stock in small sizes, suitable for lining out in nursery row, has been a specialty with us for over half a century. All stock strong, healthy and well rooted. Send for complete trade list.

## THE D. HILL NURSERY CO., Inc.

Evergreen Specialists—Largest Growers in America  
Send for Complete Trade List

TERMS:—1. CASH PLAN. Whereby we book the order, reserve the stock, notifying you a few days prior to shipping time when remittance can be sent and shipment will be forwarded promptly. This cash plan earns 3 percent discount and free boxing. This is equivalent to between 6 and 8 percent profit on the goods before you receive them. 2. PARTIAL PAYMENT PLAN. Whereby a amount of order is remitted in advance and the balance goes forward freight or express C. O. D. payable at destination. 3. CHARGE ACCOUNT PLAN. Goods will be shipped on charge account only to customers of approved credit who supply satisfactory trade and bank reference allowing time for investigation. Fall shipments due December 1st Spring shipments due June 1st.

"You can depend upon the quality of Hill Evergreens."  
D. Hill

DUNDEE

Box  
402

ILLINOIS

quired to give bond or a solemn promise not to propagate. Out of some experiments that I am already working on, I feel sure that I can develop from the original stock a whole race of varieties and in time offer Wine Trees of Burgundy, Tokay, Moselle, Chantini and even Old Crow and Haig to those desiring a complete family cellar-orchard. A physician's prescription will be furnished to those who have the medicinal-purpose habit. The price per tree will be the prevailing hooch-quart price, which seems fair enough.

Paraguay being, as I understand it, a wild sort of country, I have cautioned our Consul there to padlock each tree after stamping and labeling it and to send the consignment in a wire cage under strong guard. I am requiring him to send me also a photograph of himself, with his hand raised in the act of making affidavit that he has not substituted any near-beer trees on me. I intend to give my customers every protection consistent with non-warranty of any kind. Orders will be filled in rotation. The variety will be named "Veni, Veto Volstead."

With my personal compliments, believe me, Sir, in the interest of the development of horticulture to meet our needs and condition,

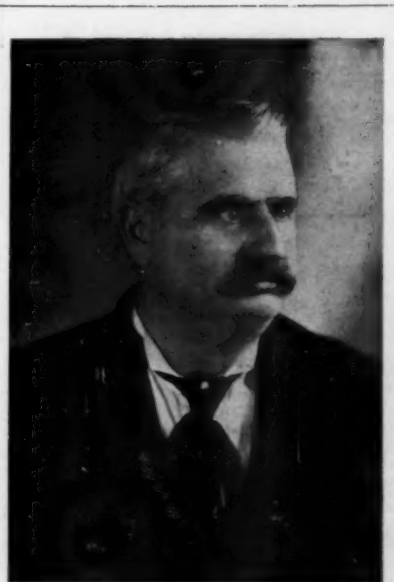
Very respectfully yours,  
G. HOSEA FATT.

Corn Mash, N. C.

Henry B Chase and wife and W. C. Reed and wife hit the trail for the Northwest when it became unbearably hot in Alabama and Indiana. On August 8th they were in Seward, Alaska, from which point Mr. Reed wrote: "This is a country of grandeur; vast forests, mountains and glaciers. We are having a great trip. Expect to be home about September 1st."

Say you saw it in "American Nurseryman."

### Obituary



PETER YOUNGERS, Geneva, Neb.

Peter Youngers, long at the head of Youngers & Company, Nurserymen, Geneva, Neb., died August 15th at Mercer, Wis. Mr. Youngers retired from the Nursery business some years ago, but retained his interest in Nursery affairs generally and attended the conventions of the A. A. N., up to and including that of 1919 in Chicago. He was one of the most prominent Nurserymen of the Middle States.

The Minnesota Horticultural Society will meet in annual session in Minneapolis Dec. 13-16.

### Experiment Station Needs

Dean F. B. Mulford, Columbia, Mo.

The agricultural experiment stations of the United States are facing the most critical period in their history. Of the 1,700 men employed in the investigational work of the United States experiment stations, 80 per cent have resigned during the past six years. Of 48 directors of experiment stations in the United States, 28 have resigned in the same period. Because of insufficient funds, stations have remained unable to fill 300 of the vacancies resulting from these resignations. These resignations and changes in the staff have involved 370 heads of departments, the most important persons in the organization. These facts collected by the Director of the Office of Experiment Stations of the United States Department of Agriculture, indicate what a serious situation confronts the American experiment stations. Unless something is done to improve the situation, not only the experiment stations but the college teaching and the extension activities of the whole United States will be injured, perhaps permanently.

There has been introduced in the Federal Congress by Representative Purnell of Indiana, a bill which provides for increased appropriation for experiment stations. The provisions of this bill are so carefully drawn that every dollar of the money appropriated must be used for only agricultural investigations.

Every farmers' organization and every other organization of any kind interested in the establishment of a permanent agriculture should give this bill their united support.

The Pacific Coast west of the Rocky mountains is the largest clear territory for the production of food products in the world with relation to pests, according to a statement made at Salem, Ore., Aug. 5, by C. A. Park, chairman of the western plant quarantine board and president of the Oregon State Horticultural society.

J. Wilkinson Elliott, Pittsburgh, Pa., announces that he will re-enter the Nursery business.

## Cost Accounting

### An English Discussion

One of the things which it has been declared "can't be done"—a Nursery Costing System—was discussed quite intelligently and practically, we think, in a recent issue of the Horticultural Advertiser (England) by various members of the British Horticultural Trades Association Costing committee. We quote:

Most nurserymen have a general idea of what branch of their work pays them best and which does not. But a general idea is not sufficient. On the question of labor expenses alone the calculation of the costings per acre of any crop may be far wide of the mark, owing to the fact that adequate allowance may not be made for that percentage of his labor which is unproductive.

To get proper information one must go much further than this system of estimating the costs of any crop or branch, and to be reliable the information must be obtained by subsidiary accounts which form part of the bookkeeping system.

The question as to whether it is possible to ascertain accurate costings is at present a much debated one. In the case of mixed nursery and seed businesses the question is most complicated, and the position is made more difficult in other cases owing to the fact that the conditions in the district may be abnormal as regards ready market for produce distance from railway, etc.

The H. T. A. Costing Committee fully realises the difficulties involved, but there seems no doubt that when these are considered with greater attention than has hitherto been the case, solutions can be found for even the most difficult problems. Each year the results obtained should become more reliable. At the same time much useful information could be got immediately by the ascertaining of ordinary cash costs, i. e., strict analysis of all expenditure, including that for labor.

When the subjects of manurial residues, increase or decrease of fertility, etc., are dealt with, the question of costing becomes more difficult, but there seems no reason why experience should not show means of surmounting the problems involved.

For some years past admirable research work into Farm Costs has been carried out in the United States, in Canada, on the Continent, and to a lesser degree in Australia and New Zealand. The Master Printers' Federation of Great Britain has also evolved an extremely valuable system, and so have many other industries.

A certain number of Nurserymen in the United Kingdom have in some degree kept their costs for some years past, but the value of uniformity of system cannot be too greatly emphasized. There seems, therefore, every justification for the belief that research into Nursery Costs of Production in this country will be as successful and obtain as valuable results as has been the case in printing and other businesses.

#### WHAT IS INVOLVED IN COST KEEPING?

The ascertaining of Horticultural Costings simply involves the keeping of such financial records as are kept at present by many nurserymen, plus "departmental" accounts for the various branches of his work. These extra "departmental" accounts involve the keeping of labor records, of statements of stock consumed on the nursery, of records of how artificial manure and dung are used, and the analysis of all other expenses chargeable over the various fields or branches of the nursery.

At first sight the impression is that a considerable amount of extra trouble will be thrown on the nurseryman who takes up Cost Keeping.

While it cannot be denied that additional supervision and care on the part of the nurseryman is necessary, it is pointed out that the assistance given by the H. T. A. Costing Committee should reduce the amount of extra trouble thrown on nurserymen adopting this system to a minimum.

Secondly, forms will be devised on lines which will involve the smallest amount of work consistent with attaining the necessary standard of accuracy. It will be possible to give a number of hints as to how labor in-

involved in dealing with the time docket and other records may be minimised.

#### WHAT VALUE ARE COSTINGS TO THE PRACTICAL NURSERYMAN?

Cost accounts will give the practical man a clear insight into the inner working of his business, and will tell him which branches have rewarded him for his enterprise, skill and outlay and which have not. They will show up any error in his past policy and will assist him in his future management, and thus make for economy. From past results he will be able to judge better how he must vary his future policy by more intensive cultivation or manuring in certain directions, or by testing the profitability of some new enterprise. He will be able to compare his own costs in detail with those published for his district and type of nursery, and will see where his own are more or less than the average, and he will therefore legislate accordingly.

He will be in possession of data which he has not had in the past. He can readily see what the operating cost of each implement and man per hour or day has been; he will know what each operation is likely to cost him per day or per acre, and by what type of equipment he gets the best results, e. g., Tractor v. Horses, or Ploughs v. Spades.

The number of average effective working

these should become more reliable each year as abnormal seasons and conditions are compensated.

From a general point of view much useful information should be readily available from Cost Accounts, e. g., Rates of capital necessary per acre in various districts, Rates per cent obtained, the most economic size of nursery, i. e., large or small holdings, the best type of Equipment, i. e., best implements and whether horses or tractors, etc., etc.

It would be also evident from statistics obtained over a wide area what districts are economically most suited to the production of particular commodities, and this and other similar information would be of considerable value.

#### VALUE OF HORTICULTURAL COSTINGS FROM A NATIONAL POINT OF VIEW

Much of the information obtainable, as outlined above, will be most valuable from a national point of view, and would be of assistance in the consideration of all questions affecting horticultural policy.

Given that evidence as to costs of production is available, it will be evident that if the market or other price of any product falls below a certain point, the land involved in the production of that commodity must be turned to other purposes, or a selling price allowing for the cost of production plus a sufficient profit to the horticulturist guaranteed.

With evidence as to costs of production available, much of the suspicion which at present may exist between wholesaler and retailer, consumer and producer, would be allayed.

Further, with this evidence forthcoming, it would be possible to more easily preserve a proper balance and proportion between the nursery horticultural employer, horticultural worker and the community, and thus would promote greater harmony between the three interests involved in the cultivation of the land, an industry of vital importance to the nation.

#### A Press Bulletin

The Georgia Experiment Station has sent out the following:

##### Raising Peach Stocks For Budding

During the present season the Georgia experiment Station has had a number of requests for information relative to raising peach seedlings for stocks onto which to bud standard varieties of peaches for home and commercial orchards.

Peach pits for raising stocks may be obtained either from fruits of standard varieties or from seedling trees; preferably the latter, as the pits are smaller, thus giving a larger number of trees per given measure of pits. The seedling pits are also supposed to produce stocks of greater hardiness.

Pits of the present season's growth are to be preferred, as they give a higher percentage of germination.

With the mild winters in most sections of this state the soil does not freeze sufficiently to aid much in cracking peach pits; therefore, it is customary to plant the pits early in the fall, preferably in September or October, so as to take advantage of the fall rains which aid in swelling the kernels and splitting the pits.

For convenience in working the young trees it is well to plant the pits in rows four feet apart. The distance between the trees in the rows is governed by the closeness of planting the pits and the percentage of germination. Where good seed are used and uniform trees are desired it is well to have the pits at least two to four inches apart in the row.

The depth to which the pits are covered will depend upon the character of the soil. Even in heavy land the pits should be covered with at least two inches of soil, and on lighter land they may be covered deeper.

The pits should begin to crack by February and by the middle of May in fertile soil the young trees should have grown to sufficient size for June budding. For details as to this method of budding, see Georgia Experiment Circular No. 59.

J. A. MCCLINTOCK,  
Plant Physiologist.

The normal production of the Bert Johnson orchard near Nashville, Ark., is 1,000 cars of peaches a year. The great fruit industry of the Highland region shows what can be done with the Arkansas soil.

### NEW YORK STATE NURSERYMEN'S ASSOCIATION

#### SUMMER MEETING

AT THE ROD AND GUN CLUB,  
On Beautiful Lake Seneca,  
**GENEVA, N. Y.**

**SATURDAY, SEPTEMBER 10, 1921**  
11:00 o'clock A. M.

Prominent speakers will address the meeting.

Light lunch will be furnished at noon free. Dinner at 6:00 P. M. Tickets \$2.50.

#### All Nurserymen Are Invited

Those intending to be present should notify the Secretary, from whom tickets may be procured at the meeting.

**C. J. MALOY, Secretary,**  
209 Linden St., ROCHESTER, N. Y.

days per man he gets per year will be shown, and the loss of time from inclement weather and other conditions. He will know the length of time required for each operation, and which crops compete at the same time for labor and which do not, and, subject to weather conditions, will be better able to arrange his programme of work.

Further, he can ascertain what it costs to grow each crop, how much it costs him to produce and distribute, and how much he must take into account for "broken time" and overhead charges when calculating the cost of any productive enterprise.

The records will show what rate of depreciation on implements, etc., he must provide for, and the lifetime of each implement. He will see at a glance the distribution of his capital over the various undertakings and branches of his business.

He will know what it has cost him to cultivate each acre of trees and plants, what these have cost him per unit, and the cost of his beds. He will know whether his labor management has been good. And this note of information obtainable could be further extended.

#### VALUE OF HORTICULTURAL COSTING TO THE INDUSTRY GENERALLY

Costs per acre, etc., of various crops, etc., will vary somewhat from district to district, and in any district according to the different types of nurseries, efficiency of the nursery-workers, type of equipment, efficiency in management or other conditions, but, nevertheless, the guiding statistics which can be obtained should prove as valuable in this country as they have in other countries, and



### Connecticut Nurserymen's Assn.

A pleasant day, good eats and the largest number that ever attended a summer outing of the Connecticut Nurserymen's Association combined to make Thursday, August 18th, a memorable one in the annals of this organization.

The entertainment committee composed of Paul Hubbard and Walter Campbell made an effort to secure the use of the new State Park at Madison. Lack of facilities at that place made it necessary to fall back on the old reliable place, Lake Compounce at Bristol.

So, with few exceptions every Nurseryman with his family hitched up "old tin lizzie" and hied himself over to Compounce where Messrs Pierce and Norton did themselves justice with an old time sheep bake.

Of special interest on the program of sports was the ball game between two teams captained by President Henry W. Gottschalk and Secretary F. J. Ripplin. Ripplin could not get his spit-ball working, with the result that Gottschalk's team walked off with the game. However, it was hinted that the umpire might have been "fixed," as it was noticed that SHE was taking in all the attractions after the game and spending money like a "drunken sailor."

At a short business session it was decided to hold the annual winter meeting at New Haven. The "pep" instilled into the organization by its present officers is sure to reflect itself once more, by a record breaking winter attendance.

### In North Carolina

A North Carolina Nurseryman writes:

All coniferous and broad-leaved evergreens are putting on good growth since the continued rains. Shrubs got nearly their usual growth in the spring, but some items are a little smaller than they would have been had we had continued summer rains. The short rainfall has not affected our stock of ornamentals, as in fruit trees. All small fruit plants mostly which are growing on new and bottom land have made splendid growth.

We have been booking orders for some time, and have already made a number of plans for large plantings, for All Year Beauty. The past season was by far the best ever, and from present indications, though cotton and labor are low, and things not yet normal, it seems the coming season will be as good as last.

Imported seeds were late germinating; but are now growing off well, and will be the best we have ever grown. A. B.

### Summer Meeting N. Y. State Association

The summer meeting of the New York State Nurserymen's Association will be held at the headquarters of the Rod and Gun Club, Seneca Lake, Geneva, N. Y., Saturday, September 10th at 11 a. m. Prominent speakers will address the meeting. Light present. The meeting place is an ideal one lunch will be furnished at noon free. The dinner will be served at 6 p. m. Tickets, \$2.50. All Nurserymen are invited. Those intending to be present should notify the secretary, C. J. Maloy, 209 Linden St., Rochester, N. Y., from whom tickets can be procured at the meeting. The annual meetings of this organization are among the liveliest of the state association gatherings, and the summer meetings are of much pleasure and social interest, thoroughly enjoyed by all for the purpose.

At a hearing last month on the tariff measure, in Washington, the Nursery trade was represented by A. E. Robinson, Lexington, Mass.

## Wanted

5000 Barberry Thunbergii, 2 to 3 ft.  
2000 California Privet, 3 to 4 ft.  
500 Hydrangea Paniculata Grandiflora, 2 to 3 ft.  
500 Hydrangea Arborescens, 3 to 4 ft.  
2000 Roses, assorted, 1 and 2 yr. old.

**D. T. McCarthy & Sons,**  
LOCKPORT, N. Y.

## Landscape Photographs

Our new views of the Small Home, Bungalows, etc., are extra good. These show the bushes high and good condition.

Landscape men and Nursery firms are using these views in taking orders with big success.

Our new set also has Factory, School, Library, Rose Garden, Pool and Park Planting.

Our circular sent free and to those who will return samples we will send our latest views.

**B. F. CONIGISKY**

416 N. Jefferson Ave., PEORIA, ILL.

## La Bars Rhododendron Nursery COLLECTORS and GROWERS

Collectors from mountains of North Carolina, Va., West Va., and Penna., specializing in native Rhododendron, Kalmia and Azalea. Less carload orders distributed from Stroudsburg. Nursery grown R. Maximum, R. Catawbiense, R. Carolinianum and R. Minus, Kalmia, native Azalea, in various sizes at Stroudsburg. Write us regarding your fall requirements.

**STROUDSBURG, PA. (D. L. & W. R. R.)**

## E. P. BERNARDIN

**Parsons Wholesale Nurseries**

Parsons, Kansas

ESTABLISHED 1876

Specializes in

AMOR NORTH AND VULGARIS, Privet. EARLY HARVEST B. B. Root grown. BUNGEII 2 and 3 year heads. SHADE TREES. Large stock all sizes.

ORNAMENTALS. Grown for landscape work.

Correspondence solicited.

## FRUIT

Have a few Standard and Dwarf Pear and Quince to offer.

## SHADE TREES

Large stock of Sugar Maples, 2 1/2 to 4 inches. Nice block of transplanted American Elm 1 1/2 to 3 inches.

**Shrubs and Perennial Plants**

General Assortment.

**W. B. COLE, Painesville, Ohio.**

When writing to advertisers just mention American Nurseryman.

## Courses of Nursery Training in Colleges

Are planned as the result of American Association of Nurserymen activity. A Committee on Nursery Training, of that Association, is co-operating directly with Agricultural Colleges in the establishment of such courses. Detailed information may be obtained by an applicant for such training by addressing the executive office of the Association, Louisiana, Mo.

COMMITTEE: ALVIN E. NELSON, Chairman,  
940 Marquette Bldg., Chicago, Ill.  
HENRY HICKS, Westbury, N. Y.

THEODORE BORST, Boston, Mass.  
RALPH T. OLCOTT, Rochester, N. Y.

## LABELS FOR NURSERYMEN

**THE BENJAMIN CHASE CO.,**  
DERRY, N. H.

## ORNAMENTAL TREES AND SHRUBS

"Bay State Quality"

Largest assortment in New England. Evergreen and deciduous trees. Sturdy, choice stock that can be depended upon. Send for Trade List.

Finest of Shrubs, Hardy native and hybrid Rhododendrons — transplanted and acclimated. Strong field-grown Perennials in great variety.

**THE BAY STATE NURSERIES**

**NORTH ABINGTON, MASS.**

## SCARFF'S NURSERY

**HEADQUARTERS FOR**

**SMALL FRUIT PLANTS and LINING OUT STOCK**

We offer for fall, 1921, a good assortment of following stock and, will be pleased to submit prices on your want list  
Strawberries, Raspberries, Blackberries, Dewberries, Currants, Gooseberry Layers, Grape Vines, Iris, Privet, Spirea, Hardwood Cuttings, Volga Poplar, Barberry Seedlings, Calycanthus Seedlings, Althea Seedlings, Asparagus, Horseradish, Rhubarb.  
See wholesale list before placing your order.  
"At it 26 Years."

**W. N. SCARFF & SON**  
NEW CARLISLE, OHIO

1400 ACRES.

**Make Yearly Contracts Now**  
**For Trade Publicity in**

**American Nurseryman**

**And**

**American Nursery Trade Bulletin**

## A More Beautiful, Fruitful America

**PLANT TREES AND SHRUBS**  
American Fruits Publishing Co. Rochester, N.Y.

**I**N an unusually interesting manner, J. Horacio McFarland, Harrisburg, Pa., early last month discussed the country highway, at a meeting of the Chester County, Pa., Automobile Club, at Rose Hill House, the home of Mr. and Mrs. Robert Pyle, at West Grove, Pa. As our readers know, Mr. Pyle is president of the American Rose Society, and Mr. McFarland, president of the National Civic Society, is one of the foremost exponents of a nation beautiful. Space does not permit reproduction of Mr. McFarland's address in full, but we append herewith a portion which we believe is of especial interest to Nurserymen:

I would have this country highway system thoroughly, plainly and intelligently marked with all the signs and directions necessary, and marked as well by the absence of every sign that is not necessary. I do not conceive that the needs of the highway require any announcement on it of Glenwood Ranges or Coca-Cola, wherefore the billboard in this highway dream of mine would be just a little back of the line of non-visibility from the highway's center!

Poles, wires, electric conveniences I presume would be along these roads, although each year sees the growth of the underground system with its much lower maintenance cost which puts the wires where they belong. When poles and wires were permitted on this ideal road system their place would be designated and their character determined, so that the least danger and the least offense resulted. Under no conditions would they be the chief dominating and determining feature of the highway as they are today on thousands of miles of desecrated roads.

Speaking of signs and billboards brings me to the most cherished part of this dream of good roads. I would keep off or conceal the dead tree decorated with wires, but I would have on the roadside the live tree bedecked with leaves. The scheme of planting would be integral with the whole road design, and I should expect that for reasons which hardly need more than mere statement each state and each distinct plant habitat of each state would reflect along the road not only with the proper trees of that locale, but with the proper plants.

Straying off the state highway during mid-summer of this year, I found myself motor-ing along an easy mountain road which paralleled the Pennsylvania railway. It was a tree-shaded, pleasant way, and some miles of it were made notable by the bloom of the maple-leaved viburnum, evidently particularly characteristic of that neighborhood. This brought to mind a road in Franklin county, Pennsylvania, bordered with rhododendrons and laurels because rhododendrons and laurels belonged there, and it gave me mental glimpses of roads in which the incident had been the wild rose in its blooming loveliness and in the graceful abandon of its long canes when the flowers were off.

There would be, then, roadside planting, not of thickets, not of purchased exotics, not of trees which some one liked because seen in a totally different climate and environment, but of the native things that would suggest themselves by their appropriateness and beauty. The trees, would, of course, always be those which take themselves up well from the road surface and leave the primary purpose of the road to accommodate traffic stand paramount.

Roads are being planted for memorial purposes in this nation. Not long since I had great gratification in meeting with the Woman's Club of York, Pennsylvania, which live organization was doing its memorial work through organized planting of many miles of the Lincoln Highway in the native trees that would so well become it. In the state of New York certain memorial roads have been planted, and right now a movement is on foot spreading from Auburn toward promoting what is called the "rosification" of the roads in its allusion to the setting out of hardy suitable roses to take the place of briars, docks and the other

weeds which the ordinary handling of road-sides by the ordinary type of road supervisor actually encourages.

These planted roads would be beautiful in themselves. They would be more enduring. They would be cooler in summer and would have winter advantage as well. If the road design was wise they would constantly lead to points of beauty, sometimes actually turning aside for a brief space to give a prospect of view that was noble or attractive. The ramifications of the minor roads that would feed these great transcontinental roads would under the same wise plan develop, as it has never yet been developed, the varying loveliness of the land we live in, and this to vast financial advantage and to the enlargement of the souls of the makers and the users of the roads.

### A STORY OF ADVERTISING

"At the cheery alarm of Big Ben, he arose from his Simmons, after a restful night on his Sealy, and slipped out to his Faultless into his B. V. D's. He worked up a Williams' lather with his Whiting-Adams and had a quick, clean shave with his new Gillette. After using his Prophylactic and Pepsodent, he attired himself in a New Hart Schaffner & Marx and, with the latest Arrow around his neck and a new pair of Douglas Shoes on his feet, he went downstairs for breakfast, consisting of a luscious Sealedsweet, Post Toasties, a cup of Lipton's and crisp brown toast with a liberal spread of Karo.

"With a Stetson on his head and a Raynster on his arm, he stepped into his Cadillac and, because of the new traffic regulations, was forced to keep his eye on his Stewart-Warner all the way to the office.

"Upon arriving at the office, he made some memoranda with his Eversharp, dictated several letters to his Dictaphone, and had his stenographer write them off on the Remington. Feeling a bit fagged, he went out for a Coca-Cola, and bought a package of Fatimas. Coming back to the office, he signed the letters with his Waterman and had his bookkeeper balance the accounts on a Burroughs.

"Late in the afternoon, when he looked at his Waltham, he was surprised to find that he had barely time enough to get dinner before calling on The Skin He Loved to Touch. He paved the way for a favorable reception by "Saying it with Flowers" and also sending a box of Lowney's and later in the evening, he took her to see the latest Paramount release. And yet, when a solicitor attempted to show him the possibilities of advertising, as applied to his own business, he said he 'Didn't believe in advertising.'"  
—Major P. F. O'Keefe, Boston, Mass., before S. A. F. Convention.

William W. Barnard, head of the seed and nursery firm of W. W. Barnard company of Chicago, left an estate valued at more than \$300,000, according to an inventory filed in probate court. His personal property is valued at \$127,500. Of this, his holding in the Barnard company, 796 shares, valued at \$118,500, is the largest item. Among his realty holdings is a 300-acre farm in Indiana, a warehouse and considerable land in Florida. Mr. Barnard was unmarried. He died March 10. He willed his real estate to three sisters.

### American Rose Society

President Robert Pyle, of the American Rose Society, addressing the S. A. F. in convention, claimed for the American Rose Society a membership of 2050 members. An ambitious drive now under way is intended to bring this number up to 5000. In quick succession Mr. Pyle spoke of the expenses of the Rose Society; the maintenance of an office in Philadelphia; the publication of the Rose Annual; the five test gardens and the site in Washington for a natural Rose show garden, the idea being to develop one well worthy of this nation. Landscape designer Frederick Olmstead has agreed to make the plans for it, and Mr. Pyle stated it was being built so that visitors coming to this country will be told of it as one of the great attractions of Washington. The trip to Portland, Ore., was also mentioned, the tour being managed by the Raymond and Whitcomb Co., tourist agents. The hope is that the society will have a trainload, but even if only 25 delegates go, the journey will be carried out. The cost will be about \$700 per person, so far as now known, and a royal good time is promised at Portland, Tacoma and Seattle, to say nothing of the National Parks en route.

**The Florist Industry**—Prof. H. R. Dörner, Urbana, Ill., says that the investments of 1870 and before have increased to over \$100,000,000, and the output, from the few thousands of dollars to over forty millions. The size of the individual place has also increased from a few small sash houses heated by flues, to enormous ranges of large modern houses covering from five to 45 acres. Many will remember the interest shown when the Henry A. Dreer Co. built an addition to its place covering an acre of land. Such an addition today causes no comment at all.

Forty to fifty years is truly a brief period for the upbuilding and development of a great industry or profession, whichever you please to call it. Yet it has been done and floriculture has taken its place in the ranks of big business. A business man once told me that the money invested in floriculture is more than what is invested in the steel industry.

### American Society Landscape Architects

At its recent convention the following was adopted:

The American Society of Landscape Architects, while recognizing the propriety of the Nurserymen's claim for prompt payments, finds that the time inevitably required for landscape architects to secure the returns to their offices of a record of the receipt and inspection of stock shipment to each client from various Nurserymen, and to approve for the same and forward them for payment by their clients, is not infrequently such that it is impracticable to secure payment of the Nurserymen by their clients within the 30 days of the receipt of the stock; therefore, the society gives notice that without some amendment it must withdraw its approval of Clause C of the draft statement of "Obligations which are normally implied by the placing and acceptance of an order for nursery stock."

The American Society of Landscape Architects reaffirms its approval of Clauses A and B of that statement, and would approve the addition thereto of the following note in place of Clause C:

"Note:—In case of stock ordered from a Nurseryman by a landscape architect as agent for a client, it is the duty of the landscape architect to use due diligence in securing prompt payment of the bills by the client and, unless negotiations are pending with the Nurseryman in regard to counter claims, to make sure that the client is duly notified of the Nurseryman's proper claim for payment within a maximum of 60 days after the receipt of both stock and bill for same."

Robert C. Berckmans, secretary of the Georgia Horticultural Society, prepared an interesting program for the meeting of the society in Macon last month.

The annual meeting of the Michigan Horticultural Society will be held in Grand Rapids, Dec. 5-8.



**California Privet--One car**12-18 in. 18-24 in. 24-30 in.  
Two or more branches. Very Fine.**Grape Roots, 1 yr. No. 1**CONCORD DELAWARE NIAGARA  
Other Good Stock**Keystone State Nurseries**  
BEAVER FALLS, PA.**ART**For The Nursery And  
Landscape Trade.

We are Designers and Writers, producing Covers and Inserts, and make-ups for Folders, Booklets, and Cards.

Let us show you something Different and Original for the Holidays and your next Catalog. We have the "Stuff."

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Ready for immediate shipment. Crop short, but have about hundred bushels yet unsold. Write for prices. **MAGNOLIA** and **ABELIA GRANDIFLORA**. For the Trade. All sizes.**VALDESIAN NURSERIES** Gastie N. Carolina**RASPBERRY PLANTS**St. Regis and Cumberland  
**BLACKBERRY AND DEWBERRY PLANTS--ASPARAGUS ROOTS**

Get my prices before you buy.

**MICHAEL N. BORGIO,**  
Vineland, N. J.**Space Clearing Sale on Seedlings**

This advt. will not appear again. Make inquiry now. Will give extremely low prices for Fall 1921 delivery. 3500 Pecan Ill., Hardy, 2 yr. 600 Black Walnut 1 yr. 1000 Butternut, White Walnut 1 yr. 4000 Persimmon 1 yr. 500 Black Locust, 12 to 14 ft., 1 to 1 1/2 in. cal. 250 Catalpa 5 to 8 ft. Here is a bargain for you.

**L. R. VAIL, Nurseryman**  
LEWISTOWN, ILLINOIS**PEACH SEED**We have them.  
Order quick.  
Before they are gone.**SMITH BROS.** Concord, Ga.**THIS SPACE****\$2.50 Per Month** Under Yearly ContractIncluding Publication in both **AMERICAN NURSERYMAN** and **AMERICAN NURSERY TRADE BULLETIN**.

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**PEACH SEED**

2500 bu. 1921 Peach Pits

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Write for prices. Address**EAST ATLANTA NURSERY COMPANY**  
Route 3, Box 216 Atlanta, Ga.**Special for Fall****Cornus Elegantissima**, 2-3 and 3-4 ft.  
Also Shrubs and Herbaceous Plants  
in good assortment.**T. R. NORMAN,** Painesville, Ohio**TREES AND PLANTS**

A full line of fruit trees in variety, and small fruit plants, for delivery Fall of 1921. Send us your want list.

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185 E 87th St. N., Portland, Oregon

When writing to advertisers just mention American Nurseryman.

**LITERATURE**

"Business Costs," by DeWitt C. Eggleston and Frederick B. Robinson, New York: Appleton.

The authors of this volume have attempted to present a complete digest of cost accounting literature, including a minimum of original material, in such fashion as to appeal both as a textbook to students and as a handbook to active business men. The work is divided into seven parts. As a whole, the work is a comprehensive and thorough presentation of the principles and practice of cost accounting. Besides presenting the theory of the subject in concise and readable fashion, it is replete with formulas, charts, graphs, and forms, which enable the reader to visualize the subject.

"Come Into the Garden," by Grace Tabor, cloth; 8vo.; illustrated; \$2.50. New York: The Macmillan Co.

This book will be a direct aid to Nurserymen, in that it will still further stimulate the planting of Nursery products. It should be in the library of the Nurseryman and should be recommended by him to the planting public. It is a book on landscaping in most attractive and readable form, and covers all phases of gardening. The Nurseryman may well consider methods for getting this book into the hands of his customers, present and prospective.

**Grapes \$200 Per Ton**

Fredonia, Aug. 16.—Grapes in this section will be ready for shipment in large quantities by the end of the month. Some grapes are nearly ripe. The crop this year will be about 25 per cent. of normal and growers look for big prices, ranging from \$150 to \$200. The high price last year was \$150 a ton.

**PEACH TREES**

(Estimated Surplus)

On which Special Prices will be Quoted

| Variety           | 4-5' | 3-4' | 2-3' |
|-------------------|------|------|------|
| Mayflower .....   | 1200 | 1800 |      |
| Victor .....      |      | 200  | 400  |
| Yel. Swan .....   | 1150 | 1300 | 700  |
| Greensboro .....  |      | 700  | 1000 |
| Carman .....      | 2400 | 1800 | 1200 |
| Hiley .....       | 350  | 250  | 450  |
| Slappey .....     |      | 400  | 800  |
| Champion .....    | 300  | 400  | 800  |
| Belle Ga. ....    | 3600 |      |      |
| Chinese C. ....   | 750  | 600  | 1300 |
| Elberta .....     | 5500 |      |      |
| Lt. Crawford ..   | 150  | 250  | 550  |
| Matthews .....    | 300  | 400  | 900  |
| Greenville C. ... | 350  | 250  | 550  |
| Heath C. ....     | 600  | 500  | 900  |
| Salway .....      | 850  | 500  | 1000 |
| Wonderful .....   | 300  | 300  | 500  |
| Levy Lt. ....     | 150  | 150  | 350  |
| Stinson .....     | 800  | 700  | 1300 |
| Billyeu .....     | 600  | 300  | 500  |

**PEACH PITS** Enough in sight to fill our present orders, and believe we could furnish a few hundred bushels additionally if ordered promptly.

Please submit list of your needs.

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HICKORY, NORTH CAROLINA**FOR SALE NURSERY BUSINESS**

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48 Wall St., New York City**NATIVE BROAD-LEAVED EVERGREENS****Ornamental Trees,**Shrubs, Vines, Woody and Herbaceous  
Plants of the Blue Ridge MountainsCollections to Order in Carload Lots a  
Specialty.Correspondence solicited from large planters  
Ask for Price List.**E. C. ROBBINS, PINEOLA,**  
Avery County, North Carolina**SPHAGNUM MOSS STANDARD SIZE**

Wire and Burlap Bales, also Bulk

Make arrangements now for your summer  
and fall supply. Prices right. Write**HANS E. PEDERSEN** Warren, Wis.**YOUNG EVERGREENS****SEEDLINGS--LINING OUT STOCK**

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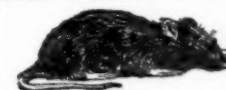
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**100,000 Lillies of the VALLEY.****D. G. De JONGE Nurseries, SAPPENEER, Holland.**  
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The Killing of one single Rat or Mouse now, may mean the destruction of a whole Brood. Spring and Summer are the Seasons when they Breed and Propagate. Rid-of-Rats is Non-Poisonous and can be used anywhere without Risk. Send for full information on Rid-of-Rats and our Other Products. It is interesting Reading Matter. Price of Rid-of-Rats, \$1.00 per lb., \$1.80 per doz 15c boxes.

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**\$5.60 per Month for Short Term.****Ampelopsis Veitchii**300000  
two year, 10 in. to  
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and 12 yr. for retailing and lining out. Some XX heavy tops and roots. Satisfaction in all grades. Superior to general stock, grown thin, so much stronger roots. It is not the cheapest, but the best. Get particulars before purchasing elsewhere.

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**CAMPBELL PRINTING COMPANY**  
217 WALNUT ST. DES MOINES, IOWA

## Trade Conditions

### Business Picking Up In Iowa

Shenandoah, Iowa, Aug. 15—Our president, Mr. Welch, left Saturday night for Ceres, California, where he has a fruit ranch. Mr. Welch usually makes this trip each summer in August.

Stock has done well here at Shenandoah this summer, as the rainfall has been timely, although the dry spring affected the early plantings. We have made some trips out in the agricultural parts here, including Iowa, Minnesota and Nebraska, and we feel that while the recovery from the inflated times is slow and painful, yet there is a more optimistic feeling among the agricultural people; and, while they are buying conservatively and cautiously, generally this part of the country seems to be in a better mood than a year ago. This particular section of Iowa is going to harvest a very large corn crop. Think the seed houses here are finding that business is picking up. I know the local trade at the May Seed & Nursery Co. is improving.

E. E. MAY.

### Farmers Turning To Orchards

Vincennes, Ind., Aug. 15—The season here has been fair. The month of July was very hot and dry, causing stock to check early; but, owing to the early season, stock was farther advanced and will now make up to normal. Have had good rains and cool weather since August 1st, which has helped our budding stock very much.

Sales running behind normal, customers buying only for immediate needs; but sales

for commercial orchards are equally as good as last year, especially on cherry. We look for large commercial plantings throughout the grain farming sections. Owing to the low prices, the farmers have lost money and are looking for something more profitable and are naturally turning to orchards.

Will finish budding our block of 400,000 Mahaleb this week, the finest block of seedlings we have ever had. Stand will run 95% and they are very thrifty and vigorous.

Mr. and Mrs. W. C. Reed, together with Mr. and Mrs. Henry Chase, have been in the Northwest since July 1st, visiting Yellowstone Park, the orchard districts of Washington and Oregon, Alaska and the Canadian resorts. Expect them home about the first of September.

MEREDITH P. REED.

### To Build New Packing Cellar

Geneva, N. Y., Aug. 16—We have had a very favorable summer for growing stock and it all looks fine. We are not all sold out yet but expect to clean up mighty good by next spring. Are busy grading next to our railroad siding, so that we can start our new packing cellars next year. You know we expect to put up a fine building that we can run five cars inside. This will be a real up to the minute proposition.

Last week Bert Monahan, Art. Cultra and the undersigned made a visit to Painesville to take in the Ohio state meeting.

HORT BOWDEN, Rice Brothers Co.

### Only The Soft Times Going

Rosedale, Kan., Aug. 15.—It is entirely too soon for any catalogue Nurseryman to even guess what the coming season will bring forth, but we are going ahead under the

supposition that there will be a lot of stock needed and will be ready if the buying public sees fit to resume planting. We feel here a good bit as the matter has been expressed by the Capper Publications, and that is that there are no hard times coming—only soft times going.

The call for ornamentals locally has been up to the average this summer and we think there is even more call for shades and ornamentals than we had expected. We have booked comparatively few orders, but the fact that people are making inquiry looks mighty good to us; and we confidently expect a good local business, at least, for both fall and spring.

GEORGE W. HOLSINGER.

### Ohio Nurserymen

Forty Nurserymen attended the meeting of the Ohio Nurserymen's Association in Painesville, O., August 12th. President Ernst of Clyde, presided. It was announced that prices on all Nursery stock with the exception of fruit trees remain unchanged; fruit trees will be 15 per cent less than last season.

Fire at the Rose Hill Nurseries, North ave., New Rochelle, N. Y., Aug. 15, destroyed the large packing house, 25 ft. x 68 ft., and a two-story, slate roof building which contained a carpenters' shop and storage room on second floor, and garage on main floor, where a Republic truck and extension top Ford delivery car and Charles Siebrecht's Reo car were kept.

The current letter head of the American Association of Nurserymen shows Robert Pyle, of the executive committee, to be of Kennett Square, Pa. Mr. Pyle's address is West Grove, Pa.

Say you saw it in "American Nurseryman."

### Completely Covering The Nursery Trade

A Real Trade Journal Read From Coast  
To Coast and Highly Indorsed by  
Leaders Everywhere Is

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We offer for very late Fall or early Spring shipment:

Apple trees, 2 years. Peach trees, 1 year  
Plum on Peach, 1 year. Kieffer Pear, 2 years  
Gooseberries, 1 year, strong plants.  
Rhubarb, Myatt's Linnaeus, divided roots.  
Apple Seedlings, Japan Pear Seedlings.  
Forest Tree Seedlings.

### SHADE TREES

Elm, all sizes up to 2½ inches.  
Soft Maple, Ash.  
Amoor River Privet 12-18 in., 18-24 in., 2-3 ft.  
Spirea Van Houtti 12-18 in., 18-24 in., 2-3 ft., 3-4 ft.

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That one of the fastest growing industries  
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Demand for information as to Nursery-grown Nut Trees is  
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**GRAPE VINES**—American varieties, strong on Concord.

**SMALL FRUIT AND BERRY PLANTS**—With Oregon Champion Gooseberry and Perfection Currant one year No. 1 as strong leaders.

**ROSES**—A large list of budded, field grown plants.

**NURSERY SUPPLIES**—Our usual line.

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Write for prices and samples

Daphne Cneorum 2 and 3 years  
Clematis Paniculata 1. yr Transp'd  
Barberry Thunbergii Seedlings  
Phlox—Fine Collection Field grown  
Ampelopsis Quinquefolia 2 years  
Ampelopsis Englemanni 2 years

**J.W. ADAMS NURSERY CO.**  
SPRINGFIELD, MASS.

**PEACH SEED**

California and North Carolina  
Naturals F. O. B. Here

ONE YEAR PEACH

ONE AND TWO YEAR  
APPLE AND PEAR TREES

**TENNESSEE NURSERY CO.**  
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**BERRY PLANTS**

I wish to exchange for anything in Nursery stock.

Also in need of Asparagus and Rhubarb roots  
**A. G. BLOUNT NURSERIES**  
HASTINGS, N. Y.

No matter what periodical you are taking, AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Brisking with exclusive trade news. Absolutely independent. NOT OWNED BY NURSERYMEN.

**Quarantine Revoked**

That a federal quarantine will be removed when the occasion for it passes or when it is believed to be ineffective is shown by the action of the Dept. of Agr. in removing and revoking the Mexican bean beetle quarantine. Following is the explanation:

The fact has been determined by the Secretary of Agriculture, as a result of investigations and surveys, that the Mexican bean beetle (*Epilachna corrupta* Muls.), on account of which Notice of Quarantine No. 50, with regulations, was promulgated April 8, 1921, effective on and after May 1, 1921, and which covered a portion of the state of Alabama, is now known to have considerably extended its range in Alabama, to occur widely in Georgia and Tennessee, and scattering in South Carolina and Kentucky. It has been found in Georgia within ten miles of the Florida state line and there is every reason to believe that further surveys will determine its presence in other nearby states. From the Department's experience with this pest during the past four or five months, the conclusion has been reached that on account of its habits the Mexican bean beetle is not amenable to successful control by quarantine.

**International Apple Growers**

Cincinnati, Aug. 10—When the first business session of the International Apple Growers' Association convention was called to order here today by E. T. Butterworth, of Philadelphia, president, he was faced by the largest assemblage ever gathered at an association meeting. Two special trains carrying delegates arrived yesterday, one from New York and one from Chicago. On the New York train were George J. Webb and Samuel Isaacs, of London, England. Officials of the association said that one of the Englishmen was on the market for 5,000 carloads of apples for the British market. Exhibits are scarce at the convention, only a few firms displaying their goods.

**Investigation Into Nursery Costs.**—A committee to inquire into the Basis of Nursery prices was set up in January last. Upon its recommendations a Permanent H. T. A. Costing Committee for the purpose of discovering a cost-finding system for the nursery and seed trades was formed. The first fruits of this committee's labors is being published to all members in booklet form this year. Further publications will probably follow. Costing research is expected to become one of the most important features of our activities in the future. In connection with the work already done your Council wishes to thank Lieut-Col. H. R. Fletcher (Messrs. Daniels Bros. Ltd., Norwich) for invaluable help.—Horticultural Trade Journal (England).

**Planting 40 Acres to Blueberries.**—A despatch from Americus, Ga., says: Plans have been completed for planting forty acres of the Josey farm, west of Americus, in blueberry shrubs, the plan being to develop here an immense new industry. Promoting the enterprise are Oliver M. Haire, J. B. Parker and W. J. Josey, all well-known Americus business men. Blueberry is the commercial name for the humble huckleberry.

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**ORIENTAL SPECIALTIES**

Natural Japan and China Pear Stock  
Seed: Blight resistant.

Natural Japan Cherry Seed

Natural Japan Persimmon stock seed.

We are ready to book your order for coming Fall delivery.

*Oriental Grown Seeds a Specialty*

**PACIFIC STATES SEED CO.**

(Successor to Japan America Seed Co.)

SACRAMENTO, California

**We Offer for Early FALL or SPRING Shipment**

PEACH, PLUM and MULBERRY  
All Grades

SHRUBS, ROSES, EVERGREENS

Carload Shipments a Specialty

**We need Pear, Cherry, Apple**

*Send us your surplus list.*

**SOUTHERN NURSERY COMPANY**  
Winchester, Tennessee.



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Increase Your Sales. Give expert landscape advice. Sell more trees, shrubbery. 10 Books show how to lay out, plant, care for small lots or estates. Plans and Pictures. **Send No Money.** Mailed post-paid. If satisfied send check \$7.50, price in full. If not, return books in 5 days.

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GARDEN PRESS, Dept. F Davenport, Iowa

**We Have to Offer to the Fall Trade**

A nice line of

June bud peaches, one year apples  
and one year grapes

Our stock is healthy, vigorous and true to name. Write for prices.

**WASHINGTON HEIGHTS NURSERIES**  
R. D. No. 6, KNOXVILLE, TENN.

**CAL PRIVETS**

Asparagus, Rhubarb, Cumb. Raspberry, Snyder B. B. R. C., well-rooted, vigorous plants. Peach in asst. Shade trees.

**PRICES RIGHT**

THE WESTMINSTER NURSERY, Westminster, Md.

**ROSES, DOG BRIARS**

FRUIT TREE STOCKS Etc.

At Lowest Prices

HUGO LOPAU, Pinneburg, Germany  
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**FOR SALE Sphagnum Moss**

Burlaped . . . 45c

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O. H. STANLEY Valley Junction, Wis.

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## Legislation

### Tariff Matters

President Cashman, of the American Association of Nurserymen, asked Former President J. Edward Moon, Morrisville, Pa., to serve as chairman of the committee on legislation and tariff, since Charles H. Perkins, 2nd of Newark, N. Y., desired to be relieved of the chairmanship. Mr. Moon says he can not serve on account of the demands of his business. He has been in Europe nearly a year and finds much work has accumulated in his absence. President Cashman favors a change in the custom of appointing important committees annually; he believes these committees should serve more than one year and regards the present legislation committee a strong one.

### Mr. Kelsey's Observations

In the New York Evening Post, August 9th, F. W. Kelsey, of the F. W. Kelsey Nursery Co., New York City, discusses the American valuation section of the Fordney tariff measure. For many years Mr. Kelsey has had exceptional facilities of ascertaining at close range how tariffs are made, having been chairman of two committees on the tariff when two tariff bills were enacted. The clause in the Dingley tariff law referring to horticultural products was prepared by him and then handled by Senator Allison, Chairman of the Senate Finance Committee at that time and which clause he believes remained as in the Dingley Tariff law until it was changed in the Underwood Bill.

In conversation with a representative of the *American Nurseryman*, on August 16th, Mr. Kelsey said:

The peak of trouble breeding inconsistency in the Fordney Tariff bill is reached in the American Valuation plan, authorizing valuation and reassessment of duty by customs officials at any time within a year after entries have been made of the goods. Even as modified this unworkable monstrosity as applied to all importations surpasses anything heretofore known in tariff legislation, or attempts to restrict importations to the minimum point.

The practical effect will be to make all importations pure and simple gambling. No one will know or can possibly ascertain for a year what any article passing any United States Customs House will cost; or how much must be added as a speculative venture to the cost already paid for freight and other charges.

In all the unsettling and trying conditions from the inflations and resultant present industrial prostrations, what can be more demoralizing or a menace to trade than this feature of a tariff law? It would at once cause endless confusion, intolerable and prolonged litigation and never ending appeals to Congress and the courts to right the innumerable wrongs which must inevitably arise. Appraisers at different ports would fix a different valuation on the same articles at the same time thus making confusion still worse confounded. Duty being levied on duty, values would be pyramided accordingly.

Duties in the Fordney bill are in many instances almost confiscatory in comparison with the relative value of the goods. In the agricultural class for instance, tulip bulbs raised from \$1.00 per thousand to \$4.00 per thousand—an increase of 300%. Here is an article not grown and cannot be grown successfully here and of very general use for beautifying homes and gardens everywhere, yet taxed with a recklessness in keeping with the general features of the bill. Lily of the Valley duty also has jumped from \$2.50 to \$10.00 per thousand—and so on throughout the list and other schedules.

An effective barrier against nearly all horticultural importations is already in force under Quarantine No. 37, promulgated

by Secretary of Agriculture Houston on recommendation of the Federal Horticultural Board and in effect since June 1, 1919. Under this extraordinary edict of exclusion, practically all trees, shrubs, vines and plants are arbitrarily prohibited, and only bulbs, a few seedlings and cuttings are admitted.

As the Federal Horticultural Board has been and is composed of five entomologists who have apparently for a number of years sect pests, it will be interesting to observe how the Fordney bill as finally passed will tend to complete the embargo on all planting and forestry material.

From an extended observation and familiarity with these subjects, it is my conviction that for every dollar saved the people of the United States by this Quarantine and the proposed tariff, the actual cost will be at least two dollars, and an increasing cost every year in future so long as these extreme measures remain in force.

If experience of the past be any guide for future, any political party responsible for such a tariff as the present Fordney bill would be and should be riding rapidly to a fall.

### Preserve For Reference

The Cramton bill, to regulate severely the conduct of the Nursery Business in the United States, has for the time been laid aside. Unless the Nurserymen of the country act promptly upon the warning given plainly by the mere introduction of such a measure in the Federal Congress, this bill or a similar one will be heard of again. The conduct of the Nursery Trade is being watched closely in Washington as the result of recent events.

In view of these facts, the following statement of actual working conditions, as outlined by Jim Parker, of the Parker Nursery and Orchard Co., Tecumseh, Okla., is of special interest. Its arguments may be needed:

#### CRAMTON BILL, H. R. 247

"I have looked over this Bill carefully. I do not think it possible that the author of this Bill understands the real situation in Nursery business. This Bill would be a great burden on Nursery trade and drive a great many small growers entirely out of business, and force all Nurserymen to advance prices to take care of the extra cost and inconveniences in complying with this law. Every Nurserymen, no matter how hard he tries to grow the stock he sells, is thirty per cent a merchant, and supplies of Nursery stock often pass through two or three hands before reaching the planter.

"To illustrate: I am a retail Nurseryman trying to grow only for retail trade in Oklahoma, selling ninety-five per cent of my retail orders within the state of Oklahoma and fifty per cent of them within fifty miles of the Nursery. I have been handling this trade for twenty years and am in a position to judge as to the requirements of my trade. In round numbers of dollars worth, I grew last year just about exactly the amount of Nursery stock that I sold; but, in disposing of my surplus Nursery stock that could not be sold to the retail trade, and securing the items which, on account of a shifting of demand, or unfavorable conditions for growing, we had to buy in order to fill our orders. I find these results: I have bought Nursery stock from forty-four different Nurserymen. Forty-two of those Nurserymen lived out of the state of Oklahoma. I sold Nursery stock to twenty-seven different Nurserymen and twenty-six of these men lived out of Oklahoma. I sold about thirty per cent of my growing to other Nurserymen. I bought about thirty per cent of the stock with which to fill my retail orders from other Nurserymen.

"Now, if every bundle of Nursery stock

sent out from here had to show the name of the grower and the place where grown, then I should have to have tags printed with names of forty-four different Nurserymen, and twenty-six Nurseries outside of Oklahoma would have to have tags printed with my name on them.

"At a delivery point we often have one hundred or more orders sold to different customers and I would have to have not only the name of our Nursery on each of these orders, but the names of forty-four other Nurserymen would have to be sticking around on the different orders. What would be the result?

"The publishing to customers in this way of all the different sources of supplies would create dissatisfaction, and make it practically impossible for Nurserymen to make collections. Five or six men who did not want to pay their honest debts could easily stampee a delivery so that it would not pay fifty cents on the dollar.

"The states are already putting burdens on Nursery business which force us to advance prices about thirty per cent in order to take the risk created by the Inspection Laws, Newspaper Nonsense, and loss from delays and expense of securing permits.

"To comply with this law would have cost me last year more than a thousand dollars for extra bookkeeping and stationery, and there is no doubt in my mind that we would have had losses of more than five thousand dollars caused by the dissatisfaction created by the many tags on the bundles.

"Nursery work is exacting and some mistakes are unavoidable. An even larger number of mistakes would be made by the public in not knowing what they really did buy, and a Nurseryman would be called a criminal and take the risk of being prosecuted because of the ignorance of people who did not know varieties of fruit.

"The world needs fruit too bad to be hampered with this sort of legislation."

**Gathering Important Data**—The Federal Horticultural Board, through the pathologist in charge of foreign plant quarantine, reports that data are being compiled as to the varieties and quantities of plants imported since June 1, 1919. When these data are assembled, the varieties of plants which have been considered for special permits during the last two years will be resubmitted to the experts of the bureau of plant industry for reconsideration. About 8,000 different varieties of plants have been submitted during the two-year period and the report will not be available before next June. Meanwhile applications which are received are placed on file for consideration at the earliest moment after reconsideration is completed.

A delegation representing the Cleveland Florists Club, at the annual convention of the Society of American Florists and Ornamental Horticulturists in Washington, D. C., last month indorsed provisions of the Fordney tariff bill increasing import duties on tulip, hyacinth and narcissus bulbs. They also declared in favor of the bill prohibiting importation of Nursery stock and plants infected with gypsy moths and other insects.

Last spring visitors to Salem, Oregon, were treated to a sight unparalleled in the history of the Pacific northwest—over fifteen acres of tulips in bloom at one time on the Dibble & Franklin farm. Prior to 1921 the Cottage Garden nurseries of Eureka, Cal., held the honor of being the largest growers of tulips in the United States. Last spring Dibble & Franklin purchased their entire stock of bulbs, brought them from California and put them in the ground near Salem. These were in addition to the thousands that the Oregon growers had already accumulated through importations and their own efforts. They found this big step necessary to keep pace with the greatly increased demand.





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### Nursery Trade Bulletin

FOR TRADE ANNOUNCEMENTS

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39 State St.

ROCHESTER, N. Y.

"Come On; Let's Go"  
Postmaster-General Hays says: "There  
is a lot of business that really is sick; still  
staggering with the shell shock of war and  
the debauch of extravagance. But there is a  
deal more that is merely malingering. There  
is the greatest era of expansion and pros-  
perity ahead that the world has ever seen.  
Well, it's time to go out and meet it."

**Indiana Fruit Crop**—Indiana's "big three"  
fruit counties, Orange, Lawrence and Wash-  
ington, might almost as well be in the sa-  
hara as far as this year's fruit yield is con-  
cerned. H. H. Swaim, secretary of the In-  
diana Horticultural Society, says. These  
three counties, nestled together down toward  
the Ohio river form the greatest fruit area  
in the state and in normal years their thou-  
sands of orchards figure heavily in the state's  
yield of apples, peaches and other fruits.

**One Hundred Acres in Blackberries**—J. E.  
Millner, local agent for the Illinois Central  
railroad, and president of the Newbern  
Strawberry Growers' Association, reports  
that the movement which is on foot to plant  
more than 100 acres of blackberries in the  
Newbern, Tenn. territory this fall, is pro-  
gressing. About fifty acres have been signed  
up by a number of the leading farmers. The  
blackberry crop has proved to be the best  
money-making proposition that the farmers  
have entered upon. The industry is backed  
up by a number of business men.

This Has the "Slick" Salesman's Story  
Stopped—What is claimed to be the most  
marvelous of trees grows in Brazil. It is  
the carnahuba palm, and can be employed  
for many useful purposes. Its roots produce  
the same medicinal effect as sarsaparilla.  
Its stems afford strong light fibres, which  
acquire a beautiful luster, and serve also  
for joists, rafters and other building ma-  
terials, as well as for stakes for fences.  
From parts of the tree wines and vinegar  
are made. It yields also a saccharine sub-  
stance, as well as a starch resembling sago.  
Its fruit is used in feeding cattle. The pulp  
has an agreeable taste, and the nut, which  
is oleaginous and emulsive, is sometimes  
used as a substitute for coffee. Of the wood  
of the stem musical instruments, water tubes  
and pumps are made. The pitch is an excel-  
lent substitute for cork. From the stem a  
white liquid similar to the milk of the coco-  
nut is obtained and a flour resembling  
maizena.

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